

We are

**MONTGOMERY**



**The Gazette**  
OF POLITICS AND BUSINESS  
Special Advertising Supplement



# OPENING FALL 2011

The Fillmore is a live music hall featuring varied entertainment from musical concerts, comedy acts, film debuts, film festivals and art festivals. The hall will also be multifunctional to allow for private rental events such as corporate functions, school musicals, small graduations and ceremonies.

For more information about Fillmore in Silver Spring, please visit  
[www.LiveMusicSS.com](http://www.LiveMusicSS.com)



*Thank you to the following supporters for helping to make this vision a reality.*

- Montgomery County Executive Isaiah Leggett
- Montgomery County Council
- Governor Martin O'Malley
- Live Nation
- Lee Development Group (LDG)
- Montgomery County Department of Economic Development
- Montgomery County Department of General Services
- Montgomery County Department of Permitting Services
- MNCPPC
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- Silver Spring Citizens Advisory Committee
- Silver Spring Urban District Advisory Committee
- Silver Spring Arts & Entertainment Advisory Committee
- Silver Spring Regional Services Center
- Allied Civic Association
- Ray Barry, American Film Institute
- Brad Stewart, Montgomery College
- Discovery Communications
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- Washington Adventist Hospital
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- Sol Graham
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- Statland & Katz
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- Trish Remo
- Laura Steinberg
- Michael Diegel
- Eric Cathcart
- IMPACT Silver Spring
- The Greater Bethesda-Chevy Chase Chamber of Commerce
- WSSC
- PEPCO

And the entire Silver Spring community that supported The Fillmore!







## READY TO ROCK

Early next fall the doors will open at The Fillmore, and the curtain will rise on an exciting new era of entertainment in Montgomery County. No headliners have been chosen yet, but Live Nation's bookers are already combing their rosters for top acts.

Performers like The Pixies, Norah Jones, Los Lobos, Green Day, Counting Crows, Ramsey Lewis appear on other Live Nation stages, and could one day be coming to Silver Spring. The prospect has music fans already checking their calendars.

"Silver Spring is among the best locations on the East Coast for The Fillmore," said Arich Berghammer, executive vice president of Live Nation. "The Fillmore is a community-based brand so we try to match the tastes of the community to our top-flight roster of musical talent. I think Fillmore Silver Spring will be a stunning success."

It's still months away before the doors open, but the neighbors are taking note.

"Audiences coming to The Fillmore will have their choice of our restaurants and shops before the shows and Silver Spring will swing with new energy," said Jennifer Nettles, executive director of Downtown Silver Spring. "Our dream of a true arts and entertainment district is coming to life before our eyes."

Work is well underway on The Fillmore, which will accommodate 2,000 fans standing or 750 people seated. Excited politicians joined Live Nation officials to break ground for the music center September 2, with hopes of opening the doors next fall.

"That's an ambitious timetable but one that we all believe we can hit," said Bruce H. Lee, president of Lee Development Group, a long-time Silver Spring fixture and the company that

will donate the land The Fillmore occupies to the county once the music center is complete. "County Executive Ike Leggett and Council President Valerie Ervin have been steady and strong supporters of this initiative and we owe them a standing ovation for the time and energy they have devoted to this enterprise."

Lee noted the challenges and questions that have accompanied the project which was proposed to his company by former county economic development director David Edgerley eight years ago. "Innovative ideas are often slow to take hold but where would we be without such creativity? Good things take time and imagination."

Besides showcasing name performers and live acts, The Fillmore will also host community gatherings and corporate events. A number of such opportunities are included in the agreement between the county, the community and Live Nation. Partnering with neighbor American Film Institute offers additional, special entertainment choices.

"We look forward to collaborating with The Fillmore on a wide range of innovative programs and events," said Ray Barry, Director, AFI Silver Theatre & Cultural Center. "And to bringing even greater excitement and energy to the arts & entertainment district."

What's good for arts and entertainment district is also good for the community, says Steve Silverman, Montgomery County Director of Economic Development.

"When The Fillmore opens its doors next fall, it will bring fans, shoppers and diners to Silver Spring, making it an even more robust and lively community," Silverman said. "This is street-level economic development and it's great for Montgomery County."



A local, family-owned business specializing in commercial real estate development and management for over 90 years

Lee Plaza  
8601 Georgia Avenue  
Silver Spring, MD 20910  
301.585.7000  
[www.Leedg.com](http://www.Leedg.com)



### Fillmore facts:

- Downtown Silver Spring; Colesville Road
- Opening fall 2011
- 8,000 public parking spaces nearby
- Two blocks from Metro and new transit center
- Total project includes:
  - The Fillmore
  - 189-room hotel
  - 220,000 sf office building
  - 5,500 sf of retail





### Building Relationships.

**M**inkoff Development Corporation, a third generation, family-owned business founded in 1972 by Leon P. Minkoff, focuses on the development of employment-based light industrial, flex and office properties. The company has developed and built, under the names of various limited partnerships for its own portfolio, approximately one and a half million square feet of space in twenty-two buildings in Montgomery County and Prince George's County, Maryland. These properties are still owned and managed by the principals of MDC, who continue to provide direct "hands-on" control of the various functions of the full service, real estate development firm, including site selection & development, financing, building design & construction, leasing, tenant improvement design & construction, and property management.

Minkoff Development Corporation is currently working on an attractive, mixed-use project containing retail and office space at its current development, Seneca Meadows Corporate Center in Germantown, Maryland. Seneca Meadows contains approximately 156 acres of land fronting on the eastern side of Interstate 270 between MD Route 118 and Father Hurley Boulevard. It has existing entitlements for the development of a total of about 1.5Msf of office and retail space. Currently, there are eleven existing, low-rise, multi-function buildings in a campus type setting containing over 700,000sf of space designed to accommodate a wide variety of permitted uses, which include high tech, biotech, laboratory, medical, distribution, and general office. The Shops at Seneca Meadows, the retail component of Seneca Meadows



The Chod Boys. From L to R: Bradley, Paul, and Andy.

Corporate Center, is expected to deliver in the fall of 2012, and will include 240,000sf of space containing a Wegmans grocery store, several restaurants, office and other retail uses.

Minkoff Development Corporation builds lasting relationships by developing real estate that provides jobs for the community, homes for businesses, and revenue for local governments. In addition, MDC takes pride in being a good citizen and neighbor in the community by supporting various charities and community programs. Its latest endeavor has been a partnership with the C & O Canal Trust to improve and beautify the C & O National Historic Park by doing maintenance and constructing improvements at the Pennyfield Lock. MDC is pleased to be part of the Montgomery County, Maryland community.

## THE SHOPS AT SENECA MEADOWS

**BREAKING GROUND  
THIS WINTER**

A new mixed-use development anchored by **Wegmans Food Market** in Germantown, MD at I-270 and Father Hurley Boulevard

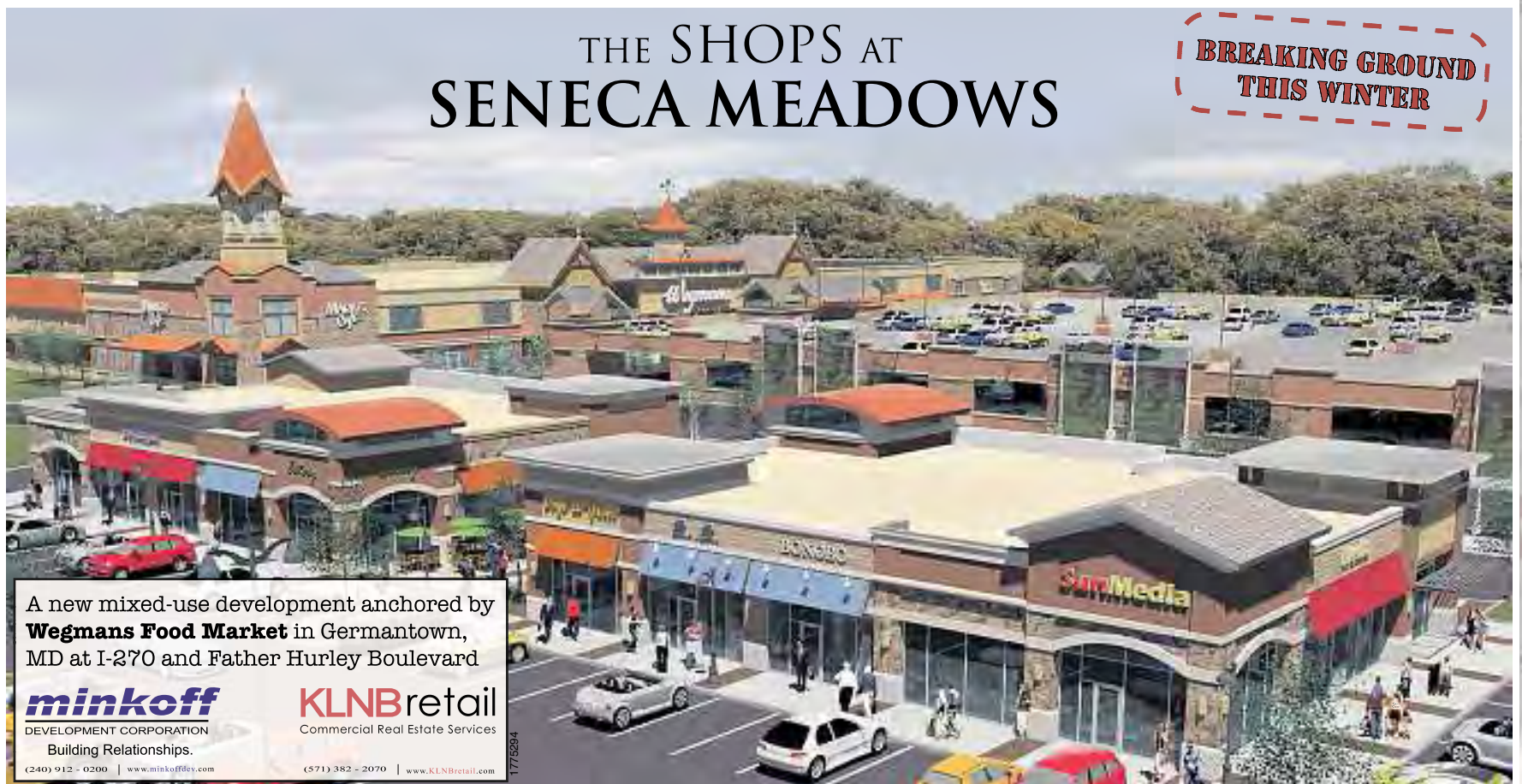


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## From the Montgomery County Executive Office



Dear Partners in Economic Growth:

The Montgomery County Department of Economic Development is proud to partner again this year with The Gazette of Politics and Business to bring you this special section profiling some of the County's leading businesses - from those that have called Montgomery County home for decades and those that have recently expanded here.

These continue to be very difficult fiscal times for private businesses, local governments, and residents alike. However, despite the lagging economy, capital investment in the County during FY10 was \$500 million, up from \$200 million the previous year, thanks to several company expansions in the County facilitated by the Montgomery County Department of Economic Development (DED). These included significant projects by United Therapeutics, Lockheed Martin, Howard Hughes Medical Institute, RNL Biostar and the Nuclear Regulatory Commission, among others.

Even with other key successes so far this fiscal year - such as Choice Hotels' decision to keep their international headquarters in the County, Israel-based Alvarion's decision to move its U.S. headquarters here, and Qiagen's groundbreaking in September for its new 117,000-square-foot, \$52 million North American consolidated headquarters and manufacturing facility creating 90 new jobs within five years - 95 percent of our County businesses employ 50 or fewer people. Thus, true economic recovery is directly linked to retaining and growing our small business sector.

As with any small business enterprise, success is often dependent on mentoring, counseling, and access to financing, contracts and business networks to thrive. This "real world" support for small business lies in the everyday programs provided by local economic development departments, like ours here in the County.

Our Montgomery County Business Innovation Network, managed by DED, offers tenants turnkey office or wet lab space, fully-integrated conference rooms and shared support services. The leases are almost always more competitive than commercial office space and we can offer very attractive short terms, this combination has provided a critical entryway for many start-ups, with nearly 100 companies graduated during the Network's 10-year existence. With five current facilities located throughout the county, we provide more than 150,000 square feet of incubator office and lab space to roughly 170 companies that support some 670 County jobs.

Since the inception of the county's economic development fund in 1995, about \$32 million in financial assistance has gone to nearly 300 local businesses to support job growth in Montgomery County - nearly two-thirds being small businesses.

In addition, the County's Small Business Revolving Loan Fund has distributed more than \$2 million in loans to 37 local small businesses since inception in 2002. We also have a Local Small Business Reserve Program that continues to provide priority County contracting opportunities for local small businesses.

The Department of Economic Development was also an early supporter of the newly created Rockville Women's Business Center, launched in



### Isiah Leggett

Montgomery County Executive

November to help Montgomery County build successful women-owned enterprises positioned for long-term growth in our local business community. It joins other strategic partners of the County and DED, including the Maryland Small Business Development Center, the Latino Economic Development Corporation, Rockville Economic Development, Inc.,

and our numerous local chambers of commerce that provide direct counseling to support small business growth and success.

In collaboration with public and private sector partners, the County developed a Biosciences Strategy and Green Economy Report during the past year to help guide our planning, funding and strategic efforts in growing these two vital business sectors in the County. We also approved the Great Seneca Sciences Corridor Plan that provides a blueprint for targeted life sciences, technology, higher learning, residential and job growth over the next 20 years in and around the Shady Grove Life Sciences Center. This Plan, along with the White Flint Master Plan, is essential to the long-term success of our county. Each provides opportunities to solidify our economic strengths by implementing the right balance between job, residential and commercial growth.

In addition, my Smart Growth Initiative will help to shape the Montgomery County of tomorrow. It will significantly strengthen the County's tax base by creating new, high-quality jobs while investing capital spending already planned for necessary and new County facilities that can serve us for decades to come, rather than putting that same money into obsolete or inadequate facilities.

As we come to the end of another year - and a hard year for many - I want to thank each and every member of our local business community for contributing in ways, large and small, to our local economy.

I remain confident that, despite still very difficult times ahead, Montgomery County's many inherent advantages, including 19 federal agencies, one of the nation's top life sciences clusters, a nationally-leading public school system, 93,000 acres of pristine, preserved agricultural and green space, and a still robust, diverse and determined small business community, will help us continue to weather this storm and enjoy brighter days again soon.

Sincerely,

Isiah Leggett  
Montgomery County Executive



Discovery Communications is the world's number one nonfiction media company reaching more than 1.5 billion cumulative subscribers in over 180 countries. John Hendricks launched Discovery Channel in 1985 and the company has been based in Maryland ever since.

While staying local to Montgomery County, the company also has expanded its audience globally, growing to include 100-plus worldwide networks, led by Discovery Channel, TLC, Animal Planet, Science Channel and Investigation Discovery, as well as leading consumer and educational products and services, and a diversified portfolio of digital media services. In 2010, Discovery launched a joint venture children's and family network, The Hub, in partnership with Hasbro, and, in January 2011, OWN: Oprah Winfrey Network, a joint venture network with Harpo, Inc., debuts in 80 million U.S. homes.

In keeping with its mission of satisfying curiosity and making a difference, Discovery is committed to corporate responsibility through mission-driven content and green business practices. In January 2008, Discovery's global headquarters in Silver

Spring became the first existing building in Maryland and ninth in the U.S.

to receive Platinum certification in Leadership in Energy and Environmental Design (LEED) from the U.S. Green Building Council. And, on June 18, 2010, in honor of its 25th anniversary,

Discovery employees in Montgomery County and around the world

participated in "Discover Your Impact Day," a day of global service and giving back to local communities. Inspired by the enthusiasm of its employees for that initiative, Discovery recently launched a new volunteer effort that will allow employees to contribute their creative skills to the community through Discovery's "Creating Change"

initiative, which pairs Discovery employees with participating nonprofits to complete projects including advertising campaigns, PSAs, marketing plans and comprehensive press, event and social media strategies. Discovery has also enjoyed its ability to interact with the community through its annual "Discovery Gets Packing" initiative, where Discovery employees donate backpacks filled with school supplies to local schools. This year, more than 800 backpacks were donated to excited middle school students. Discovery is honored to participate in the life of the community through these and other charitable efforts throughout the year.

Discovery benefits from the highly educated and talented workforce available to employers in Montgomery County, enabling it to attract the best and brightest at its global headquarters and its in-house U.S. post-production facility, both located in Silver Spring. The Discovery Creative and Technology Center, which is responsible for various post production and media creation processes across multiple platform distribution mediums, distributes Discovery content from Montgomery County to viewers around the globe.

Discovery also is proud to share Montgomery County's commitment to arts and entertainment through its sponsorship of the AFI-Discovery Channel SILVERDOCS Documentary Festival, an internationally acclaimed event held annually at the AFI Silver Theatre and Cultural Center in Silver Spring, which honors excellence in filmmaking, supports the diverse voices and free expression of independent storytellers and celebrates the power of documentary films to enhance our understanding of the world.

In its efforts to be an employer of choice for county residents, Discovery offers a stimulating and exciting work environment that challenges, rewards and encourages personal and professional growth and career development. And, with Metro and MARC stations across the street from Discovery's headquarters, the company supports and benefits from Montgomery County's robust public transportation system - which also contributes to the health of the environment.

For more information on Discovery Communications, visit [www.discoverycommunications.com](http://www.discoverycommunications.com). And, to learn more about how Discovery and its employees are making a difference in Montgomery County and around the world, visit [www.discoveryyourimpact.com](http://www.discoveryyourimpact.com).



Discovery  
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TLC

ANIMAL  
PLANET  
Surprisingly Human

Sc  
SCIENCE  
CHANNEL

ID  
INVESTIGATION  
DISCOVERY

OWN  
OPRAH WINFREY NETWORK

hub

planet  
green

MILITARY  
CHANNEL

fit  
tv

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THEATRE

Discovery  
EN ESPAÑOL

ofamilia





## We Are Montgomery

**T**he Montgomery County Department of Economic Development and The Gazette of Politics & Business are proud to have partnered together again to create our 2nd annual publication celebrating the businesses that help define Montgomery County's vibrant business community.

This publication could not have been possible without the participation of over 40 well-known and respected companies and organizations acting as "ambassadors" for Montgomery County. Throughout these pages you will see highlights of their success in this thriving community and some of the benefits of doing business here!

Home to such dynamic companies as Marriott, Choice Hotels, Lockheed Martin, Discovery Communications, MedImmune, Human Genome Sciences and Hughes Network Systems as well thousands of fast-paced growing small businesses, Montgomery County continues to be the epicenter that drives Maryland's economic future. From the academic excellence found at Montgomery College, The Universities at Shady Grove, Washington Adventist University and Johns Hopkins University Montgomery County to the outstanding care provided at our leading-edge healthcare facilities -- such as Shady Grove Adventist and Washington Adventist Hospitals, Suburban Hospital/Johns Hopkins, Holy Cross Hospital, and Montgomery General Hospital and numerous federal research labs including NIH, NIST, and FDA --Montgomery County is the place to be. Cultural treasures like Strathmore, AFI Silver Theater, Adventure Theatre and Live Nation, which will be coming soon to the new Fillmore in Downtown Silver Spring, have fashioned a world-class atmosphere for entertainment here in Montgomery County.

- Since 2000, over 90 companies have graduated from the Montgomery County Business Innovation Network (BIN) creating nearly 2,000 jobs in the county.
- The BIN offers more than 150,000 square feet of incubator office and lab space to roughly 170 companies, supporting roughly 670 jobs in the county.
- Small business is the heart of Montgomery County's economy: 95% of county businesses have 50 or fewer employees.
- Since 2000, Montgomery County has distributed nearly 40 loans worth over \$2 million to local small businesses.
- Right now, the county's Small Business Revolving Loan Fund has over \$2.5 million available for qualified businesses to help bring immediate and direct assistance to our local small business community.
- The county's Local Small Business Reserve Program (LSBRP) continues to offer priority consideration on county procurements to registered local small businesses.

We appreciate everyone who played a key role in making this publication a huge success. Please enjoy learning more about why WE ARE MONTGOMERY.



*Steve A. Silverman*

Steve Silverman  
Director  
Montgomery County Department of  
Economic Development



*Cliff Chiet*

Clifford S. Chiet  
Publisher  
The Gazette of Politics & Business

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## 40-Plus Years Supporting Montgomery County.

**H**eadquartered in Silver Spring, Maryland, Choice Hotels International is one of the world's largest and most successful lodging companies. Choice currently franchises more than 6,000 hotels, representing more than 490,000 rooms in the United States and more than 35 countries and territories. Ranging from limited-service to full-service hotels in the economy, mid-scale and upscale segments, Choice-branded properties provide business and leisure travelers with a range of high-quality, high-value lodging options.

The company has nearly 2,000 associates, including more than 400 in its Montgomery County headquarters. Choice has extensive roots in the community, having been headquartered in the County since 1968. Choice benefits extensively from access to a highly educated, diverse workforce and its proximity to the nation's capital. The company currently franchises five hotels in the County, with two hotels in Takoma Park and one each in Silver Spring, Gaithersburg and Rockville.

Choice believes leadership starts at the top and should extend far beyond their four walls. Leading by example internally and also taking their leadership on the road to show support and influence the industry toward a better future - for their associates, customers, shareholders, and the organization-is part of their mission.

For their associates, Choice worked hard to create a positive corporate culture - one that supports outstanding performance, a strong sense of community, and a supportive and nurturing environment. Choice believes in continuous learning and professional development. Whenever possible they try to embed learning in the day-to-day environment, in addition to offering learning opportunities in the more traditional sense. Each and every one of the company's accomplishments can be traced back to their talented team of associates working together toward a common goal and shared success.

At Choice, they also believe strongly in doing their part for the world around them. The Choice Hotels International Foundation formalizes the company's philanthropic giving and oversees the company's corporate social responsibility efforts. A key objective of the Foundation is to ensure that the company-its associates and franchisees-make a positive impact on the communities where they live and work through a combination of direct financial contributions and volunteer activities.

As a lodging company, Choice's core mission is to provide shelter. In 2009, Choice launched the Room to Rebuild program, in partnership with Rebuilding Together to ensure that their mission became an intrinsic part of their corporate social responsibility efforts. Rebuilding Together is the nation's

Through the years, Choice has been recognized-in and out of their industry-for their workplace practices. It takes great collaboration across an organization to achieve these impressive heights and they take pride in the recognition that has been bestowed upon them.

### **Alliance for Workplace Excellence - 2010 Workplace Excellence Award and 2010 Health and Wellness Trailblazer Award**

Headquartered in Montgomery County, the Alliance for Workplace Excellence recognized Choice Hotels for the eighth consecutive year in 2010 for an outstanding commitment to overall workplace quality. The organization also recognized Choice for the fourth consecutive year for its outstanding commitment to employee health and wellness and development of innovative programs.

### **Communitas Awards - 2010 Excellence Award**

Choice Hotels was recognized for its corporate giving and community service efforts.

### **The President's Volunteer Service Award - 2010 Gold Award Recipient**

Choice Hotels was recognized for its contribution to the Manna Smart Sacks Volunteer Program, which supports needy elementary school students in Montgomery County with backpacks full of kid-friendly food every Friday so they have food on the weekends and over the summer when there are no school meals to sustain them.

### **Savoy Professional Magazine - Top 100 Companies To Work For**

Choice Hotels was recognized in 2009 as one of the nation's top employers by this business magazine for African-American entrepreneurs and executives.

### **Training Magazine - Top 125**

For the fourth consecutive year, Choice Hotels was ranked among the top companies nationwide in the area of employer-sponsored workforce training and development.

### **National Minority Franchising Initiative - 2009 Top 50 Franchises for Minorities**

Choice Hotels was recognized for the third consecutive year that the award has been given out as one of the top 50 franchisors for minorities.

### **World Franchising Network -Top 26 Franchises For Hispanics**

The World Franchising Network selected Choice as the only hotel company for its annual list of the Top 26 Franchises for Hispanics.

leading nonprofit organization dedicated to preserving affordable home ownership for low-income Americans.

Since its launch, more than 1,000 volunteers from Choice Hotels have donated more than 8,000 hours of volunteer service which, in turn, have assisted nearly 275 individuals. Choice has undertaken two major projects within Montgomery County to assist local citizens in need.

Choice is extremely honored to call Montgomery County home and they look forward to continued growth and prosperity.



# THERE'S STRENGTH IN NUMBERS

Rooms: 544,000  
Properties: 6,700  
Years: 65  
Countries: 30+  
Potential: Unlimited

Of all our impressive figures, none make us stronger than these: we've been headquartered in Silver Spring for 42 years and over 400 of our 2000 associates call Montgomery County home.



800.547.0007

[choicehotelsfranchise.com](http://choicehotelsfranchise.com)



CHOICE HOTELS  
INTERNATIONAL

Source: Internal data as of 9/30/10. Data reflects open and underdevelopment properties worldwide.

This is not an offering. No offer or sale of a franchise will be made except by a Franchise Disclosure Document first filed and registered with applicable state authorities. A copy of the Franchise Disclosure Document can be obtained through contacting Choice Hotels International at 10750 Columbia Pike, Silver Spring, MD 20901, 800.547.0007.  
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## Invested in Montgomery County

Comcast Business Class brings reliable Internet, Voice and TV to the county

**“C**omcast has a long standing presence in Montgomery County and is deeply committed to this community,” says Jason Welz regional vice president for Comcast Business Class. While known nationally for its wide range of telecom services, Comcast is known locally as a committed and conscientious employer and a devoted supporter of community service initiatives. “We pride ourselves on our commitment to the local communities and businesses we serve.”

A company at the forefront of the latest technological advances, Comcast is able to meet the rapidly changing needs of its customers. It also is able to provide a level of customer service that exceeds expectations. With a renewed focus on the customer experience, Comcast has enhanced customer service, from initial engagement to service delivery to resolving customer challenges. “We are committed to being the best, full-service communications provider in the marketplace,” says Welz.

That commitment is illustrated by the introduction of Comcast Business Class's new Enterprise service, which provides an array of smart, effective, scalable solutions designed to help larger firms run at peak efficiency. “We've built a state-of-the-art network with one of the largest geographic reaches - perfect for customers with diverse locations or larger businesses with a regional reach,” says Welz.

Continually leading the way in new and innovative offerings, Comcast recently introduced its 100 Mbps high-speed Internet service to businesses in Montgomery County. This new “Deluxe 100” speed tier is one of the fastest broadband services available in the nation, and Comcast Business Class customers in the area were among the first to have access.

With the continuously increasing internet speeds offered by Comcast, businesses can operate more quickly and efficiently than ever. With download speeds of up to 100 Mbps, customers will be able to download a large 2 GB file (such as a hi-res X-ray or a graphic design) in about 2 ½ minutes. To download the same sized file on a typical business class 1.5 Mbps T1 line would take almost 3 hours.

The 100 Mbps service tier is part of a comprehensive business solution that includes Microsoft Communication Services (valued at more than \$500), a world-class productivity suite that combines Windows® SharePoint and Microsoft Outlook email powered by Microsoft Exchange



## Jason G. Welz

Regional Vice President  
Comcast Business Class

Server for no additional fee. Plus, the service includes Norton Business Suite™ software (up to a \$490 retail value) that protects up to 25 PCs from viruses and spyware. There are a range of other website hosting, design features and options available as well.

In addition to its High Speed Internet offerings, Comcast continues to provide its business customers with innovative phone and video services. Business Class Voice, rated #1 in call clarity, includes business management tools, plus a host of flexible, time saving capabilities. Business Class TV will keep customers and employees informed and entertained with a variety of channels.

On top of all that, there's priority business-class support to boot. Comcast's Business Class Network Operations Center provides 24/7/365 monitoring and support by a team of skilled engineers dedicated to quickly resolving business service issues.

Comcast also is recognized for its willingness to support and sponsor community service initiatives throughout the region. Its annual Leaders and Achievers scholarship program, for example, recognizes student leadership, academic achievement, and community service. This year, 88 Maryland high school seniors received a total of \$98,000 through the program. The company was the lead sponsor for this year's 25th annual Montgomery County Executive's Ball for the Benefit of the Arts and Humanities, which assists arts organizations throughout Montgomery County. Comcast also supports Interfaith Works, Community Bridges, Leadership Montgomery, and Passion for Learning to name a few of the organizations the company has supported throughout this year alone. Moreover, more than 50,000 thousand employees and their families volunteer each and every year on Comcast Cares Day in Montgomery County and across the country.

As a leading entertainment, information and communication provider in Montgomery County, Comcast recognizes that its success is due to the many businesses and individuals that have embraced its cutting-edge products and services. “We have long appreciated the support of the local community,” says Welz “and will continue to offer exciting and innovative products along with customer-focused service.”



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With Comcast Business Class, we get reliable Internet that's up to 33 times faster than DSL. We have phone service that's rated #1 in call clarity and our own dedicated local account team that provides support 24/7. Now we're not a small business, we're a fast business.

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Business Class

Restrictions apply. Not available in all areas. Compares Comcast 100 Mbps to 3 Mbps standard DSL (downloads only). Actual speeds vary and are not guaranteed. Call clarity rating based on November 2008 Independent Keynote study, Wave 6 study. Comcast © 2010. All rights reserved.





## Montgomery General Hospital

### Pete Monge

President, Montgomery General Hospital

**F**or more than 90 years, Montgomery General Hospital has proudly served Montgomery County and the surrounding communities. An award-winning health care destination, Montgomery General uses the most advanced technology to improve the experiences of its patients.

Among the area's largest employers dedicated to providing quality medical care in a compassionate and caring environment, Montgomery General is one of eight hospitals in Maryland-and the only one in Montgomery County-to be awarded the Delmarva Foundation Excellence Award for Quality.

#### Comprehensive Care

Montgomery General Hospital, a proud member of MedStar Health, brings greater access to health care services for its patients because recently Montgomery General began partnering with Georgetown University Hospital. This collaboration between Georgetown, one of the leading academic hospitals in the nation, and the comforting atmosphere at Montgomery General, benefits everyone-from health care providers throughout the area to the patients and residents of Montgomery County and beyond. By bringing talented new physicians with specialized focuses to Montgomery General, the partnership is raising the standard of care for a variety of medical conditions in fields including neurology, neurosurgery, orthopedics and oncology. The additional access to specialty care enhances the hospital's already extensive range of departments and services:

#### Emergency Department with Pediatric Center

Our new Howard R. Gudelsky Emergency Department, built in 2010, now spans 20,000 square feet with 41 patient beds. Among the improvements are a new "fast track" for minor injuries, a crisis evaluation unit and a dedicated inpatient and outpatient Pediatric Emergency Department. The Pediatric Emergency Department is staffed 24/7 by board-certified pediatricians and has special amenities for young patients (18 years and younger) and their visitors.

#### Primary Stroke Center

The hospital's comprehensive approach to treatment and its favorable reputation have earned Montgomery General certification as a Primary Stroke Center by the Joint Commission on Accreditation of Health Care Organizations. They are one of only seven primary stroke centers in the state of Maryland.

#### Certified Chest Pain Center

Montgomery General is a fully accredited Chest Pain Center, designated by The Society of Chest Pain Centers, thanks to training, procedures and expertise in diagnosing and treating chest pain.

#### Maternal Newborn Center

The hospital's renovated Maternal Newborn Center offers a comfortable, caring environment for the delivery of babies. Amenities include private rooms with TVs and pull-out guest beds. There are board-certified neonatologists on staff, and the entire Maternal Newborn Center staff is highly skilled with decades of experience caring for new babies and new mothers.



#### Cardiac and Vascular Programs

The Cardiac and Vascular Program offers advanced diagnosis and treatment by some of the area's leading doctors for all types of vascular disease. Patients receive state-of-the-art care from doctors they trust right in their own community.

#### Medical and Surgical Oncology

The Cancer Program was the first hospital program in Montgomery County approved by the American College of Surgeons Commission on Cancer and is currently accredited with commendation.

It offers the full range of services and resources for the diagnosis, treatment and support of cancer patients. The team of dedicated doctors, nurses and technicians believe in the individuality of each patient.

#### Radiation Oncology

The Helen P. Denit Center for Radiation Therapy is staffed with board-certified physicists, dosimetrists, radiation therapists and oncology nurses. We provide compassionate, state-of-the-art care for cancer patients.

#### Joint and Spine Center

For patients undergoing spine surgery or joint replacement, the Joint and Spine Center is located in a private wing of the hospital and features a home-like environment. The specially trained staff and multi-disciplinary team work with you and your physician throughout your stay to aid healing.

#### Addiction and Mental Health Center (AMHC)

For the past 35 years, the AMHC at Montgomery General has provided services to a culturally diverse clientele, ages 13 years and older-offering the most comprehensive treatment center based at a general hospital in the Baltimore/Washington area.

#### Service to the Community

Outside the hospital doors, Montgomery County's long-standing commitment to the local community is evident in many of their programs. The hospital offers blood drives to help supply the life-giving resource, as well as a wide variety of health and wellness classes and support groups. They recently began a campaign through which tips are sent via a text message to subscribers' mobile phone on topics such as child safety. And in 2009 alone, they provided nearly \$5 million in charity medical care.

With the flu season here, Montgomery County General recommends residents (and people everywhere) to get their flu vaccinations. To help the fight against the spreadable virus, all Montgomery General Hospital employees, volunteers and physicians are required to be vaccinated.

#### Continuing the Care

Since its opening when they admitted just 536 patients, Montgomery General has grown tremendously-from its offerings and facilities to its staff, specialties and technology. The commitment and goal to be a responsible, contributing member of Montgomery County, dedicated to health and wellness, has never changed. The hospital is proud to be a part of this great community and to call Montgomery County home. Thanks to everyone who has supported us over the years. We look forward to the next 90 years and to helping you and your families whenever we can.

For more information, please visit [MontgomeryGeneral.org](http://MontgomeryGeneral.org).



## MONTGOMERY GENERAL HOSPITAL HELPED CORI GET BACK TO HER ROUTINE.

After injuring her foot during gymnastics practice, Cori was in severe pain and nervous about going to the Emergency Department. Her parents took her to Montgomery General Hospital and her fears were soon eased. With a separate waiting room for our pediatric patients and board-certified pediatricians on staff 24/7, our Pediatric Center is known for compassion and expert pediatric care. As soon as Cori arrived, she was seen and treated quickly, her mother by her side the entire time. Just a few weeks later Cori was back to gymnastics – with her mom cheering from the sidelines. Visit [MontgomeryGeneral.org](http://MontgomeryGeneral.org) or call 1-888-376-8881 for more information.

Text “MGP” to 30364 to receive a weekly child safety tip from Montgomery General Hospital.

# better stronger



Montgomery  
General Hospital

Close to You  
*MedStar Health*

[MontgomeryGeneral.org](http://MontgomeryGeneral.org)





# CresaPartners

## THE TENANT'S ADVANTAGE

### Richard M. Rhodes

Managing Principal

CresaPartners is the largest tenant-only commercial real estate advisory firm in Montgomery County and is proud to make its corporate headquarters in Bethesda. Its primary focus has been to serve the best interests of tenants. By representing tenants, not landlords, they ensure objectivity and avoid conflicts of interest.

Unlike traditional real estate firms, CresaPartners is service oriented, not transaction oriented. They provide an array of integrated corporate services and work to align their clients' real estate needs with their business plans. CresaPartners' advisors and project managers form partnerships with clients, providing ongoing service that goes "beyond the deal." As true tenant advocates, CresaPartners is accountable from start to finish.

CresaPartners is guided by the industry's only Tenant's Bill of Rights - a clear expression of what you can and should demand of your real estate advisor. The Tenant's Bill of Rights states:

- Integrity  
You have the right to an advisor who does the right thing - always.
- Objectivity  
You have the right to an advisor who represents your interests only and will provide objectivity and full disclosure in partnership with you alone.
- Experience  
You have the right to an advisor with the experience, knowledge, and team to deliver value and savings through a broad range of integrated services.
- Accountability  
You have the right to an advisor who is accountable for producing results and providing you with timely communication and "real-time" access to data.
- Leverage  
You have the right to an advisor who can put the power back in your hands by leveraging experience and market knowledge to your advantage.
- Creativity  
You have the right to expect creative solutions from an advisor who understands your business and how it relates to your real estate needs.
- Strategy  
You have the right to a consultative approach that blends strategic thinking with tactical execution to deliver long-term benefits.
- Courage  
You have the right to an advisor with the courage and conviction to ask the tough questions, challenge the answers, and make solid recommendations.
- Collaboration  
You have the right to an advisor who is truly collaborative...with you, with the



team, and with the industry.

- Satisfaction  
You have the right to an enjoyable experience, satisfied with both the results and the relationship with your advisor.

Because of this steadfast focus and track record of significant savings for their clients, CresaPartners typically exceeds expectations. This approach has helped them win many industry accolades and grow to become North America's largest corporate real estate

firm that exclusively represents tenants. Since 1994, their local Montgomery County office has grown from a dozen people to 45 employees, and employee growth has been consistent at 15% per year-adding valuable jobs to the community.

Two-thirds of CresaPartners' business is centered in neighboring jurisdictions, but it is the amenities and overall quality of business-life in Bethesda that keeps CresaPartners in Montgomery County. In fact, they are moving offices in January but are relocating to another Bethesda address only two blocks away.

Since CresaPartners' business revolves around the unique platform of negotiating commercial real estate transactions on behalf of tenants or owner-occupants only, having easy access to the entire metropolitan area is critical. "Bethesda's convenient Metro redline is critical to our operation," says Richard Rhodes, managing principal. "We have a D.C. office on the same line so it is essential to our business. Plus, I-495 and I-270 are all easily accessible, and as a result of Bethesda's 'urban feel' we are often able to walk to our client base, improving our critical response time."

Over the years, CresaPartners has been successful in assisting those who move into the county, or who desire to grow their business significantly in the county. A great help in this process has been the county government, which has been very responsive in negotiating the necessary incentives to help secure these tenancies. The following is a list of some of the major tenants in Montgomery County (classified as occupying 25,000 square feet or more) which CresaPartners has worked with over the years:

BAE Systems	MDA Federal Inc.
UnitedHealth Group	Technical Resources Inc.
WorldSpace Foundation	Quintiles
Rubino & McGeehin	The EMMES Corporation
Snyder Cohn	Watkins Meegan

"The county government has always been responsive to our needs as an operator," says Rhodes. "We have asked politicians from time to time to come speak with us about various issues that affect our business, and without fail, someone has always been willing and available. Most recently, Steve Silverman came by for a friendly chat and inform us of his 'open door' policy."

Bethesda has rebounded from the most recent economic crisis at a pace that is way ahead of the rest of the region-and the country. "We would like to think we contributed to that success. As far as Montgomery County goes, we will continue to work to encourage client/tenant growth and moreover, CresaPartners will always maintain its business headquarters here," say Rhodes.





# CresaPartners

**The #1 Tenant Representation Firm in the U.S.**

## **Discover the Tenant's Advantage.**

Make the best real estate decision and gain the competitive edge with an advisor advocating exclusively on your behalf. Collaboration, integrity and customized solutions are the trademarks of our experienced principals.

CresaPartners is able to serve ever-growing tenant needs through its three offices in **Maryland, DC, and Virginia.**

7475 Wisconsin Avenue, Suite 1000  
Bethesda, MD 20814  
301.951.6500  
fax 301.951.0079

505 9th Street, NW, Suite 600  
Washington, DC 20004  
202.628.0300  
fax 202.393.0815

1600 Tysons Boulevard, Suite 800  
McLean, VA 22102  
571.203.9360  
fax 571.203.9361

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## J.W. Marriott, Jr.,

Chairman and Chief Executive Officer Marriott International, Inc.

**M**arriott® International, Inc., listed "MAR" on the New York Stock Exchange, is a global hospitality company with more than 3,300 lodging properties in 68 countries and territories. The company has approximately 146,000 employees worldwide. In fiscal year 2008, Marriott International reported sales from continuing operations of nearly \$13 billion.

Marriott, ranked as the lodging industry's most-admired company and one of the best companies to work for by FORTUNE®, has been recognized by the U.S. Environmental Protection Agency (EPA) with the 2009 Sustained Excellence Award and Partner of the Year since 2004.

Marriott's commitment to social responsibility blends corporate financial contributions with in-kind giving and the volunteer service of employees around the world. Marriott serves its communities worldwide by supporting these signature issues:

- Shelter and Food
- Environment
- Readiness for Hotel Careers
- Vitality of Children
- Embracing Global Diversity and Inclusion

Marriott's environmental vision is to be the global hospitality leader that demonstrates how responsible hospitality management can be a positive force for the environment and create economic opportunities around the world, and, by example, inspire personal action in the communities where the company operates.

The company's environmental strategy calls for:

- Greening its \$10 billion supply chain
- Further reducing fuel and water consumption by 25 percent per available room
- Expanding its LEED® hotel development ten-fold in five years
- Educating and inspiring employees and guests to support the environment
- Helping protect the rainforest.

Earlier this year, Marriott invited guests to add to the company's \$2 million commitment to help save the rainforest in Brazil. To make a donation or learn more, visit [www.marriott.com/SaveTheRainforest](http://www.marriott.com/SaveTheRainforest).

Visit [Marriott.com](http://Marriott.com) for more information or to make a hotel reservation.

Located in Bethesda, Marriott International has been headquartered in Montgomery County, MD., since 1951. Among its achievements in the county:

- Marriott has 15 hotels and more than 6,300 employees in the county.
- The Bethesda North Marriott Hotel & Conference Center was co-developed with the Montgomery County Council.
- In 2009, Marriott opened the Courtyard by Marriott Chevy Chase—the first hotel in the county that will be certified LEED® (Leadership in Energy & Environmental Design) Gold by the U.S. Green Building Council.
- Marriott was among the first to earn Montgomery County's Green Business Certification in December 2009.
- Marriott has been awarded the Workplace Excellence Seal of Approval since its inception and the Health & Wellness Trailblazer Award for three consecutive years by the Alliance for Workplace Excellence, based in Montgomery County.
- Marriott is consistently named one of "Washingtonian's 50 Great Places to Work."
- Marriott International and its associates have been actively involved in supporting the local community since our founding with a focus on our global community giving initiatives such as hunger, housing, hospitality education, diversity and the environment alongside organizations such as Habitat for Humanity, Interfaith Works, Capital Area Food Bank, Montgomery County Business Roundtable for Education, and the Montgomery County Corporate Volunteer Council, among others.





## We're proud to call Montgomery County home.

*"We have called Montgomery County home for our company since 1951 and home for my family since 1955. It's where we grew the business and where our four children and 15 grandchildren have been raised. I can't think of a better place to live and to work!"*

*J. W. Marriott Jr.*

### People. Places. Purpose.

Marriott's commitment to social responsibility blends corporate financial contributions with in-kind giving and the volunteer service of employees around the world and in our community.



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# The UNIVERSITIES *at Shady Grove*

## THE UNIVERSITIES AT SHADY GROVE HELPS BUILD BUSINESSES AND LIVES:

### Living, Learning and Earning, All in Montgomery County

**T**he key to success for any business or enterprise is access to highly trained people who are prepared to initiate innovation and embrace challenges. At The Universities at Shady Grove (USG), a unique partnership of nine Maryland public universities on one convenient campus in Rockville, our mission is to provide a skilled workforce to power economic development in Montgomery County and the surrounding region.

With more than 60 undergraduate and graduate programs in a wide range of high-demand fields such as biotechnology, health sciences, information technologies and education, USG collaborates with its partner universities to expand pathways to affordable, high-quality public higher education that lead to successful careers and successful local companies.

Prominent community leaders in business, government, healthcare and education on USG's Board of Advisors provide vital information about changing workforce demands, giving USG the ability to respond quickly to the needs of employers by adding and augmenting new and existing academic areas. In the past four years alone, USG has added 32 new degree

programs.

"Through our partnerships, we can help employers find skilled personnel while at the same time, students achieve rewarding, productive careers," says USG executive director Stewart Edelstein, Ph.D.

In addition, "our students very much want to live, learn and work in Montgomery County, and USG is a critical component in allowing them to do just that," Edelstein says.

Established 10 years ago by the University System of Maryland (USM), The Universities at Shady Grove has grown rapidly since its inception and has been hailed as a national model for delivering cost-effective higher education. As it continues to grow, USG plans to add more programs in the burgeoning areas of healthcare and biosciences as well as engineering and education, which have critical needs for a highly educated workforce.

The ready availability of a well-trained professional workforce is instrumental in assuring a bright economic outlook for Montgomery County, the metropolitan region and the State of Maryland. The Universities at Shady Grove is answering the call by providing advanced education and training on an undergraduate and graduate level. USG is helping to fuel business development and innovation in a highly competitive marketplace that requires us to grow and attract the most talented people.



For more information about what USG can do for your organization call 301.738.6113 or visit us at

[www.shadygrove.umd.edu](http://www.shadygrove.umd.edu)





# The UNIVERSITIES *at Shady Grove*

**NINE UNIVERSITIES: ONE CAMPUS** — THE UNIVERSITIES AT SHADY GROVE is an innovative partnership of nine Maryland public universities developed to expand access to quality higher education on one convenient campus in the Greater Washington region. USG collaborates with its partner universities to offer more than 60 high-demand upper-level undergraduate and graduate degree and certificate programs. By providing these educational pathways, USG helps students achieve rewarding and productive careers. Strong partnerships with community leaders in business, government, healthcare and education allow USG to continually monitor workforce demands and add new programs to meet growing employer needs.

Bowie State University | Salisbury University | Towson University | University of Baltimore  
University of Maryland, Baltimore | University of Maryland, Baltimore County | University of Maryland, College Park  
University of Maryland Eastern Shore | University of Maryland University College

**For more information about what USG can do for your organization call 301.738.6113 or visit us at  
[www.shadygrove.umd.edu](http://www.shadygrove.umd.edu)**

# 100+ Years of Expanding Access to Care for Montgomery County



**A**dventist HealthCare, based in Rockville, MD, is a non-profit organization of

dedicated professionals who each day provide excellent wellness, disease management and health care services to the community. Adventist HealthCare is Montgomery County's first and largest health care system, working to deliver superior health outcomes, extraordinary patient experience and exceptional value to those they serve.

Adventist HealthCare began more than 100 years ago with the opening of Washington Adventist Hospital. It was founded upon the principle of providing quality health and wellness services, preventing illness and disease, and becoming an integral part of a growing and thriving community. Adventist HealthCare has benefited greatly from a multitude of resources in Montgomery County as they:

- Provide needed health care to the county's underserved population by working with Montgomery County Department of Health and Human Services and other non-profit organizations.
- Expand access to health care first in Takoma Park, then to the Rockville and Gaithersburg communities, then to Germantown, and now as they plan a new hospital and comprehensive medical campus in Clarksburg.
- Support the education of nurses, allied health professionals and others at Montgomery County's quality higher education institutions.

Adventist HealthCare is a faith-based organization that employs some 7,000 individuals in the region and cares for more than 450,000 patients each year. Their integrated, health care delivery network includes five nationally accredited, acute-care and specialty hospitals, mental health services and home health agencies, serving the Washington, D.C. metropolitan area and northwestern New Jersey.

"Adventist HealthCare, the only health system headquartered in Montgomery County, remains as committed to improving the health of the community as we have since 1907," said William G. "Bill" Robertson (pictured), President and Chief Executive Officer.

## Serving Those in Need

Adventist HealthCare strives to respond proactively to various health care needs with a continuum of programs and wide-ranging services that help diverse populations. As part of their mission, Adventist HealthCare consistently provides more uncompensated and charity care than any other health system in Montgomery County, totaling more than \$69 million in 2009.

Through our Health & Wellness division, community members receive more than \$1 million in programs, including free childhood immunizations, free cancer screenings, flu shots, and education on topics from exercise to CPR training to smoking cessation. They also sponsor free annual events focused on cardiac and vascular health, cancer prevention and prenatal needs.



Their innovative Center on Health Disparities is a recognized expert in addressing health care disparities and building health equity through education, research and culturally sensitive health care services. It has trained almost 600 community members and more than 200 staff members in 10 languages to ensure proper medical interpretation so that patients with limited English-language proficiency fully understand important health decisions.

Adventist HealthCare has also been fortunate to collaborate with the

Montgomery County government and numerous non-profit organizations to expand access to health care for those in need. These partnerships include: Montgomery County Maternity Partnerships in Germantown and Takoma Park; MobileMed clinics in Germantown and throughout the county; CASA de Maryland in the Silver Spring/Takoma Park area; Mercy Health Clinic in the Gaithersburg/Germantown areas; Mary's Center in the Long Branch area; and numerous faith-based organizations throughout the region.

## A Growing Workforce

As one of Montgomery County's largest private employers, Adventist HealthCare's workforce recruiting efforts are enhanced by being based in an area that has the highest concentration of highly educated people in the world.

They have also partnered with many of the county's quality education institutions - including the Universities at Shady Grove, Washington Adventist University and Montgomery College - to provide scholarships for those students interested in a rewarding health-care career. Adventist HealthCare also provides the largest clinical partnership for Montgomery College's nurse training program.

In addition, Adventist HealthCare reinvests its revenues back into the care of local residents by supporting other nursing programs, including a \$1.5 million commitment to the Maryland Hospital Association's "Who Will Care?" campaign for nursing education.

## Quality and Dedicated Service

Adventist HealthCare's members include Washington Adventist Hospital in Takoma Park, Shady Grove Adventist Hospital in the Gaithersburg/Rockville area, plus Adventist Behavioral Health, Adventist Home Care Services and Adventist Rehabilitation Hospital of Maryland. In addition is their Shady Grove Adventist Emergency Center in Germantown, a nationally recognized, free-standing center that provides expanded access to care for more than 36,000 patients a year and has added a MobileMed clinic for the uninsured, a prenatal center, physician offices and other medical services.

"Whatever the circumstance, Adventist HealthCare has developed services that address the personal dignity and quality care that all patients deserve from a health care institution," Robertson said. "In large part, we have done that through partnering with many local outstanding organizations."

Visit [www.AdventistHealthCare.com](http://www.AdventistHealthCare.com) for a full range of health care information or friend us on Facebook at Adventist HealthCare.



# Delivering the full range of health care to our community for over 100 years

Adventist HealthCare, Montgomery County's first and largest healthcare provider, delivers high-quality care in our hospitals that ranges from state-of-the-art, open-heart surgery to life-saving procedures for newborns.

We also provide quality home care, rehabilitation services and behavioral health services for children to seniors, and clinics to meet the needs of the underserved.

Our Center on Health Disparities leads the way in helping identify and address the needs of our diverse population. And, our future plans for Clarksburg and White Oak expand on our commitment to deliver the best of care for Montgomery County.



Visit [www.AdventistHealthCare.com](http://www.AdventistHealthCare.com) for information and Friend us on Facebook



**T**he Foulger-Pratt Companies ([www.foulgerpratt.com](http://www.foulgerpratt.com)) is engaged in virtually every aspect of the development,

construction and management of office, retail and residential properties throughout the Washington Metropolitan area. Based in Rockville, Maryland, Foulger-Pratt has developed or acquired more than 9 million square feet of space in its history, much of it located in Montgomery County. Our list of projects is long, and includes: The Mormon Temple in Kensington; the Silver Spring Downtown Redevelopment Project; the Silver Spring Metro Center (home of the National Oceanic and Atmospheric Administration), the Rockville Metro Plaza (proudly, the home of the Montgomery County Department of Economic Development), and Park Potomac—our most recent completion. We are proud of these and all other Foulger-Pratt projects and the positive impact they have had on the wonderful quality of life we all enjoy here in Montgomery County.

Foulger-Pratt is on the forefront of sustainable site and building design, the use of alternative energy sources, and the responsible and safe management of buildings. Our most recent development, a 180,000 SF Class-A office building prominently located along I-270 at 12505 Park Potomac Avenue, will be LEED-certified Silver by the U.S. Green Building Council (USGBC). We are currently building new facilities for both the Army Test and Evaluation Command and the Missile Defense Agency, which shall each be LEED-certified Gold and Silver, respectively. We will break ground on office and residential projects in 2011 that will also be LEED-certified Silver or above. Foulger-Pratt has been awarded the prestigious Green Power Partnership Award by the Environmental Protection Agency for our commitment to the use of wind energy to power our buildings. Today, Foulger-Pratt is one of the top 40 purchasers of wind credits in the United States. Numerous Foulger-Pratt buildings have been recognized by ENERGY STAR for their efficient use of energy in their daily operations. Between our development, construction and management companies, Foulger-Pratt has numerous LEED-certified professionals on staff. Our janitorial company, Pioneer Building Services ([www.pioneerbuildingservices.com](http://www.pioneerbuildingservices.com)), was among the first local janitorial companies certified by the USGBC. Pioneer is also GS-42 certified, and has been certified by the Cleaning Industry Management Standard (CIMS) for its policies, procedures and practices in the cleaning of more than 6 million square feet of space in the Washington area. We diligently maintain those certifications through constant training and monitoring of our staff.



We are proud to be a part of the Montgomery County community. We are particularly proud of our partnership with Montgomery County government in the redevelopment of Downtown Silver Spring. Through that transformational project, we were able to combine the best of the public sector with the best of the private sector to achieve results far greater than either could have accomplished separately. The result is a vibrant, active and safe city center that has reestablished Silver Spring as one of the most relevant and attractive neighborhoods in the region. Downtown Silver Spring is an excellent and widely recognized example of true "smart growth" and has received numerous awards and honors, including a Smart Growth Achievement Award by the EPA and the Rudy Bruner Award for Urban Excellence. The County leadership's bold determination to dramatically change the landscape in Silver Spring, and its ability and willingness to commit the resources necessary to make it happen, is an excellent example of how local government can improve the quality of life for its residents and get a significant return on its investment.

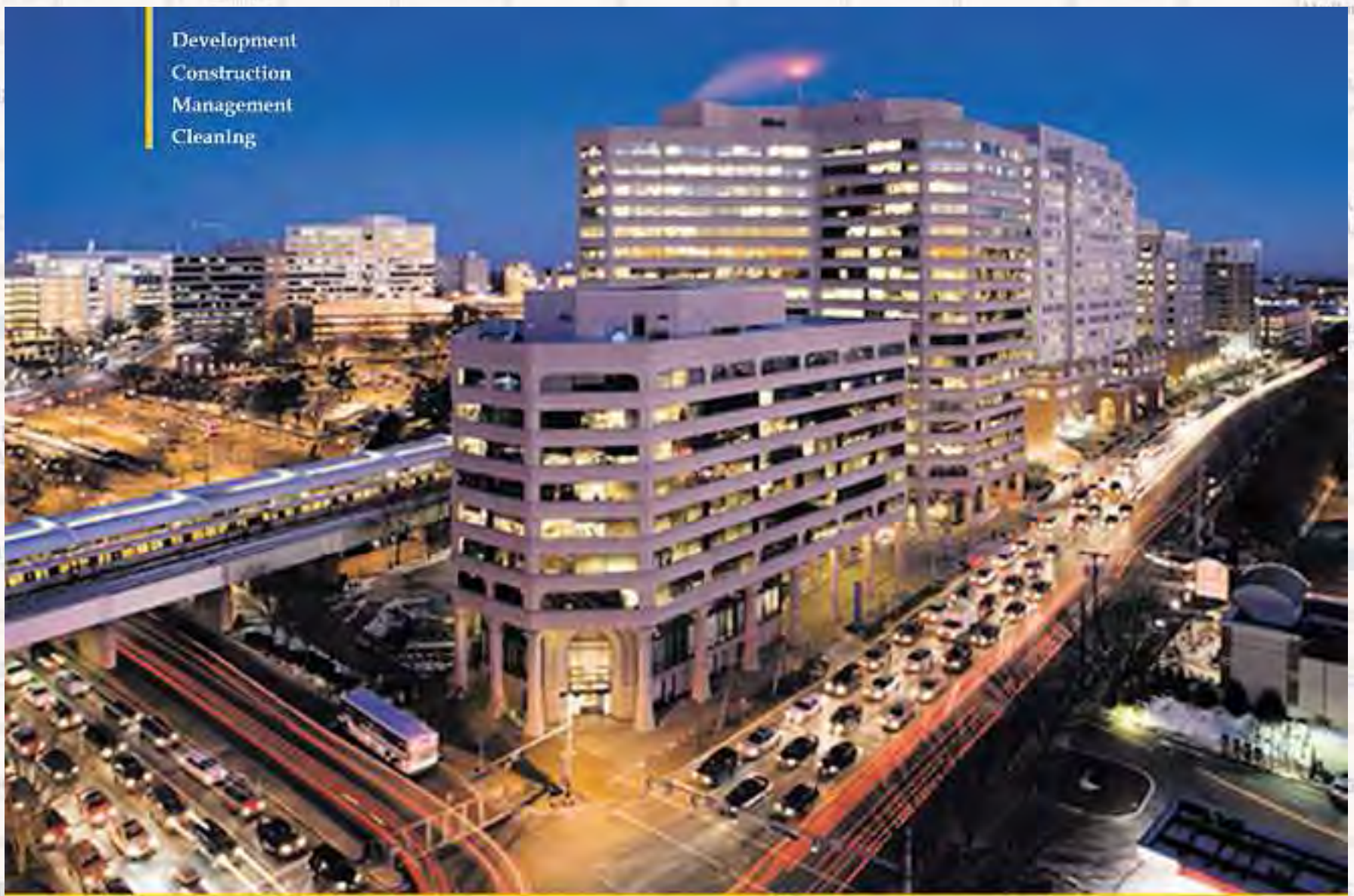
At Foulger-Pratt, we are committed to the development and construction of projects that feature each of the following important elements:

- Mixed-use, walkable environment
- Sustainable design and operations
- Access to transit

Our vibrant, well-located region and county will continue to grow. It is imperative that we grow intelligently. Our region and our county must constantly strive to do a better job of creating jobs closer to where people live, and creating housing closer to where people work. We must incorporate the best practices in design and management to more efficiently use our resources. We must create and support transit options that are safe, accessible and affordable. We at Foulger-Pratt are encouraged by the direction that county leadership is taking in these important matters, and are very optimistic about the future of Montgomery County. We look forward to playing an important role in its continued and sustained progress.



Development  
Construction  
Management  
Cleaning



Foulger-Pratt is proud of our partnership with Montgomery County government which has resulted in several transformational projects that are award winning and widely-recognized examples of smart growth. Montgomery County's bold determination and willingness to commit the necessary resources are excellent examples of how local government can improve the quality of life for its residents *and* get a significant return on its investment.



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## HOLY CROSS HOSPITAL

Holy Cross Hospital is proud to have an almost 50-year history of meeting the health care needs of Montgomery County residents. Holy Cross Hospital grew more than any other hospital in the county during the past five years and is now one of the largest hospitals in Maryland with 448 beds and caring for more than 181,000 patients each year.

Placing a focus on the mind, body and spirit, we provide a full range of inpatient, outpatient and community-based health care services with expertise in women and infant services, senior services, surgery, neuroscience and cancer.

Specialists at the hospital deliver more babies and care for more newborns with complex medical issues than any other hospital in Maryland or the District of Columbia. We address the unique needs of seniors through the nation's first Seniors Emergency Center and a full range of specialized surgical and inpatient services, healthy-aging programs, home care and support services for caregivers.

We have 1,200 affiliated physicians on our medical and dental staff and employ 3,200 people. The hospital is recognized as an excellent place to work and an advanced place to learn about medicine. We are the only hospital in Maryland to have received the Workplace Excellence Award from the Maryland Work-Life Alliance every year since 1999.

As a teaching hospital, we are the only non-federal member of the American Medical Colleges' Council of Teaching Hospitals and Health Systems in Montgomery and Prince George's counties. We host physician residency programs affiliated with George Washington University and Children's National Medical Center. Additionally, our GATE Institute provides training to physicians nationally and internationally in minimally invasive surgery.

We are proud of our history of identifying unmet health care needs in the county. As a not-for-profit hospital, we have a track record of reinvesting our profits into innovative and sustainable programs to improve the health of all those we serve and ensure access to health care for all regardless of their ability to pay. Since fiscal 2006, we have provided more than \$133 million in community benefit, including more than \$55 million in financial assistance. We are honored that the Maryland Health Services Cost Review Commission named Holy Cross Hospital one of only five exemplary community benefit programs in the state.

Our Seniors Emergency Center, the first of its kind in the nation, is but one example of our ensuring access to care. Recognizing the growing number of seniors in Montgomery County, we created an environment designed to address the unique needs of people age 65 and older. With a dedicated space designed to reduce anxiety and a specially trained staff, the goal is to discharge patients safely with the resources they need to regain health. We have followed up that program with a Seniors Ambulatory Surgery Center, which offers the personal attention, additional recovery time and additional monitoring that older people need when having surgery. Holy Cross Hospital also is one of only three hospitals in Maryland to participate in the



**Holy Cross Hospital is one of the largest hospitals in Maryland.**

respected Nurses Improving Care for Healthsystem Elders (NICHE) program, which ensures nurses are more aware of and sensitive to the unique needs of older patients while keeping them safe and comfortable.

Holy Cross Hospital expands its reach through partnerships with other county organizations, enabling us together to address needs that none of us could meet alone.

Our ongoing effort to build a network of three primary health care centers for low-income, uninsured adults is an example of our partnership with the Montgomery County Department of Health and Human Services and Montgomery Cares. We have two primary health care centers, one in Silver Spring on the campus of Montgomery College and one in Gaithersburg, supported in part by Suburban Hospital. And, with a third one planned, our goal is to provide health care services to people in the community before their health conditions reach critical levels when emergency services are required.

Our teaching partnership with Montgomery College offers clinical training opportunities for nursing students directly in the health care setting. And, through our partnerships with churches, synagogues and the Montgomery County Department of Recreation, among others, we offer substantial community outreach programs including screenings, lectures and exercise programs designed to keep county residents healthy, vibrant members of their communities.

As our population continues to grow and age, we remain focused on improving and expanding access to high-quality, convenient health care services. With our significant past experience and our vision for the future, we stand ready to continue to meet Montgomery County's health care needs today and tomorrow.

Holy Cross Hospital  
1500 Forest Glen Road, Silver Spring, MD 20910  
301-754-7000 • [www.holycrosshealth.org](http://www.holycrosshealth.org)





*Deep roots in the region.  
Innovative health care for the future.*

Our commitment to Montgomery County is a long-standing tradition. But there is nothing conventional about our programs and services. We're creating a new generation of medicine and educating a new generation of health care professionals. Offering experts in 45 specialties, including neurosciences and minimally invasive surgery. Developing innovative programs, such as the nation's first Seniors Emergency Center. Serving the region as a not-for-profit hospital dedicated to our community—and to its healthy future. To learn more about Holy Cross Hospital call 301-754-8800 or visit [www.holycrosshealth.org](http://www.holycrosshealth.org).



A New Generation  
of Medicine.



**H**uman Genome Sciences is constantly striving to create and develop novel therapies that can extend and improve the quality of life—a longtime passion of this Rockville-based company. Their mission is to use great science and great medicine to bring innovative drugs to patients with unmet medical needs.

Since its founding in 1992, as a pioneer in the use of genomic research to discover genes and proteins for use in the development of new medicines, Human Genome Sciences has grown its business almost entirely in Montgomery County, with nearly 1100 employees in Rockville, including more than 500 who work in the company's state-of-the-art biological manufacturing facilities. The company's management has said many times that Human Genome Sciences plans to continue on this path, growing a thriving biopharmaceutical company in Rockville, Montgomery County, and Maryland.

In 2009, Human Genome Sciences achieved its first product sales when it delivered an innovative new human monoclonal antibody drug called raxibacumab to the U.S. Strategic National Stockpile for use in an emergency for the treatment of inhalation anthrax. Raxibacumab is being developed under a contract with the U.S. Government and represents a new way to address this bioterrorist threat.

Today, Human Genome Sciences is nearing the launch of its first traditionally marketed biopharmaceutical product, BENLYSTA, which may become the first new drug developed for patients with lupus to be approved by regulatory authorities in more than 50 years. BENLYSTA generated major headlines in the United States and around the world in 2009, when it became the first drug for lupus ever to complete late-stage clinical trials with positive results. Regulatory applications were submitted in the United States and Europe in June of this year, and it is possible that lupus patients may see this promising new medicine available in the first quarter of 2010. BENLYSTA is being co-developed and commercialized in collaboration with GlaxoSmithKline (GSK), a world leader in the pharmaceutical industry.

Human Genome Sciences also has a deep and high-potential pipeline of other innovative and potentially important new drugs, including mapatumumab, a human monoclonal antibody drug currently in mid-stage human trials for the treatment of cancer. They also have substantial financial rights to a number of products in the GSK pipeline, including darapladib, which GSK has advanced to Phase 3 trials for cardiovascular heart disease involving more than 27,000 patients.

Human Genome Sciences remains committed to scientific innovation and the discovery and development of new medicines. They have hundreds of issued U.S. patents covering genes, proteins, antibodies, and proprietary technologies, and have filed U.S. patent applications covering many additional discoveries and inventions. They have cultivated core competencies in the discovery and understanding of human genes and their biological functions, and in the discovery and development of human protein and antibody drugs.

The company's manufacturing capability represents a significant advantage for Human Genome Sciences, and they are able to produce and purify multiple protein and antibody drugs in two state-of-the-art, regulatory-compliant process development and manufacturing facilities, totaling approximately 400,000 square feet and located in Rockville. Their manufacturing, quality, process development, and engineering groups have extensive experience and an established track record of efficient execution of manufacturing campaigns. They are well prepared to support the production requirements of clinical development programs and the commercial launch of their products. While Human Genome Sciences thinks globally about treatments for medical conditions, they also think locally. And, even though it will be another year or so before Human Genome Sciences introduces any major product, they are well known in Montgomery County and the Greater Washington community for their willingness to step up in support of local and regional charities and community programs.

Human Genome Sciences is widely recognized as one of the best companies to work for in the Washington region, and they often say how proud they are to be based in Montgomery County, in the I-270 corridor that Time magazine once called DNA Alley.

14200 Shady Grove Road o Rockville, MD 20850  
301-309-8504







FROM VISION TO REALITY



## Collaborate. Grow. Succeed.

Human Genome sciences is working to create and develop novel therapies to extend and improve the quality of life. that is our mission and our passion. to explore any of our career opportunities, visit us at [www.hgsi.com/careers](http://www.hgsi.com/careers). Find us on facebook to discover more about our culture, our people, and other company information.

[www.hgsi.com](http://www.hgsi.com)



# **Fitzgerald** AUTO MALLS

*FitzMall.com Always Low Price Since 1966*

In 1966, Jack Fitzgerald founded Fitzgerald's Colonial Dodge in North Bethesda. From the beginning, the guiding business principle for his dealership was to provide exceptional value in the most comfortable, customer-friendly sales and service environment possible. Today, the unique consumer-focused approach to auto sales and service continues at all Fitzgerald Auto Mall dealerships. It is called the FitzWay. Fitzgerald Auto Malls represent more than 20 new and used auto and truck brands at eight locations in Montgomery County.

"Having grown up in this area, I appreciate the fact that Montgomery County has one of the best school systems in the country, a highly educated population, and people who care passionately about the quality of life here. Those are some of the reasons I located my business in this county," said Fitzgerald.

Since its inception, Fitzgerald Auto Malls have been proud members of the Montgomery County business community. Fitzgerald is even more proud of the success of the many community programs the dealerships have developed and participated in with their customers. As a family-owned and-operated auto dealer, Fitzgerald knows that their success is due to support from the communities they serve, and strongly believes that giving back to the community is the right thing to do.

Fitzgerald's involvement in community-based assistance programs include child safety seat checks, college scholarship funding for financially struggling students and leading the Automotive Trades Foundation program that teaches auto technology to high school students, and more.

A major focus of Fitzgerald is going green. "I started to look at how we were impacting the environment, and I wanted to go beyond simply meeting environmental laws and regulations," said Jack Fitzgerald, founder of Fitzgerald Auto Malls.

All of the electricity at Fitzgerald facilities is purchased from Green renewable energy sources-wind power at all of the dealerships in Maryland. In 2009, Fitzgerald dealerships recycled 65% to 88% of the solid waste generated at each of their facilities. Fitzgerald Auto Malls was recognized by the United States Environmental Protection Agency as a Green Power Partner, and is a long-standing member of the Clean Energy Partnership.

Fitzgerald Auto Malls is an ISO 14001 registered company and is committed to maintaining their Environmental Management System (EMS). It recognizes that an effective EMS system is a never-ending journey of continuous effort and improvement. It is the first automotive dealership group to have achieved ISO14001:2004 certification. In 2008 Fitzgerald opened the first LEED Gold dealership East of the Mississippi River in Germantown. LEED stands for Leadership in Energy and Environmental Design and is a rating system by the US Green Building Council. Fitzgerald designed the Germantown Certified Used Car Center so that 90% of occupied spaces would be bathed in outdoor/natural light.



## **Jack Fitzgerald**

**Founder, Fitzgerald Automotive Family**

Fitzgerald also believes in fighting for the rights of auto dealers in Montgomery County and across the country. That is why in 2009, when GM and Chrysler cut thousands of dealer franchises, Jack Fitzgerald, along with two other dealers, founded The Committee to Restore Dealer Rights (CRDR) in order to challenge the White House's Auto Task Force recommendation to cut dealers. After a determined battle, CRDR achieved success in December 2009: Congress enacted new legislation allowing dealers to appeal the closures and request binding arbitration on the issue of re-instating their franchises, saving thousands of jobs.

Fitzgerald Auto Malls has received many honors for its dedication to its business and community. In fact, in 2010 Fitzgerald Auto Malls was named a Top 10 winner of The Gazette of Politics and Business' Exceptional 53 Awards. Time and time again, Fitzgerald Auto Malls proves that its impact on the environment and in the community is a positive one. The 3rd annual awards event recognized 53 of the most well-rounded businesses in Maryland.

In May of 2010, The Gazette of Politics and Business acknowledged Jack Fitzgerald as one of the "25 CEOs You Need to Know." This program honors a diverse group of leaders from all parts of Maryland, who not only run successful businesses but also give back to their community in some charitable fashion.

Auto dealers are not all alike. Fitzgerald Auto Malls is known for "no-hassle, no-haggle" auto pricing, the unique "Fitz Way" of doing business, and great customer service. And hundreds of Fitzgerald Auto Mall associates want you to know that they are your neighbors and care about your well-being and the prosperity of the community.





**“In any organization of good people  
you’ll find that people want to do good things.”**



Studies show correctly used child safety seats reduce the risk of child injury or death by as much as 71 percent but nearly 73 percent of all child restraints are not installed correctly.



Dozens of Fitzgerald staff volunteer to assist in child car seat inspections. Many have received training and certification in child car seat installation.



The free seat check events held monthly at Fitzgerald Auto Mall locations are widely attended. Schedule information can be found at [www.FitzMall.com](http://www.FitzMall.com).



**J**ack Fitzgerald celebrated Earth Day with a Ribbon Cutting ceremony at his Germantown, Maryland dealership. This dealership holds the honor of being awarded LEED Gold Certification by the U.S. Green Building Council. Constructed in 2009, Fitzgerald Auto Mall Germantown features on site Solar Trees that aid in powering the building, in addition to wind power. It is the first LEED Gold dealership East of the Mississippi.



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There's just no better way to go!

**Fitzgerald** AUTO MALLS  
FitzMall.com Always Low Price Since 1966

**FitzMall.com**

**Gaithersburg • Germantown • North Bethesda • Rockville • Wheaton**





**MedImmune**

## **MedImmune is committed to advancing science to develop better medicines that help people live healthier, longer and more satisfying lives.**

In the world of biologics, MedImmune has established itself as a true visionary, with one of the most robust pipelines in the biopharmaceutical industry. From groundbreaking research and development, to state-of-the-art manufacturing, to product commercialization, every day we're touching people lives.

Since its founding in 1988 in Gaithersburg, Maryland, MedImmune has distinguished itself as an innovator in developing and commercializing vaccines as well as biologics-agents synthesized from living organisms or their products and used medically as a preventive or therapeutic agent. The company developed and commercialized the first monoclonal antibody for an infectious

disease to be approved by the U.S. Food and Drug Administration (FDA) in 1998. MedImmune also developed and commercialized the first and only nasal spray influenza vaccine approved for use in the United States, representing the first breakthrough in influenza technology in more than 60 years.

MedImmune has been the first to achieve other medical advances as well. These included the development of a virus-like-particle (VLP) technology that is used in human papilloma virus (HPV) vaccines to help prevent cervical cancer and the discovery of a treatment for rheumatoid arthritis.

Clearly positioned among the world's leading biotechnology companies, MedImmune literally grew-up in Montgomery county, and has leveraged its own organic growth, and expanded through the key acquisitions of U.S. Bioscience in 1999 and Aviron in 2002, as well as the integration with Cambridge Antibody Technology and the strategic alignment with our parent company, AstraZeneca, in 2007.

In our company's 20-year history, our location in the county has enabled our tremendous growth from a handful of employees in 1988 to more than 1,800 employees in our Gaithersburg headquarters and R&D facilities today. We continue to profit from the diverse and highly educated Montgomery County workforce, many of which are part of our talented team of motivated professionals who are inspired by the possibility of helping people live longer, healthier and more satisfying lives. From the scientist in the lab, to the medical affairs directors, to the manufacturing experts, to those in departments such as finance or legal, people work at



MedImmune to make a difference. With integrity, accountability, commitment, and teamwork the company thrives in a unique culture that inspires us, often challenges us, and always drives us to succeed in the constantly evolving landscape of our industry.

MedImmune has also benefited from the many natural advantages of being located in Montgomery County: a great talent pool, a quality of life that is ranked among the highest anywhere, proximity to government entities like the U.S Food & Drug Administration and National Institutes of Health, and access to the best public schools and higher education in the country and the world.

While Maryland has experienced a 6.2 percent job loss since January of 2008 (the highest since 1993), MedImmune has grown its local workforce by creating 600 new jobs in 2008-2009, and hundreds more in 2010. MedImmune also is a major driver of the Montgomery County economy through taxes, fees, vendor contracts and community service offerings.

Today, with more than 3,600 employees worldwide, and an advancing pipeline of approximately 150 candidates in the areas of infection, oncology, respiratory disease and inflammation, cardiovascular/gastrointestinal disease and neuroscience, MedImmune aims to be the next revolutionary force in biotechnology by delivering life-changing products, industry-leading performance, and a tireless commitment to improving patient health.

For more information please visit [www.MedImmune.com](http://www.MedImmune.com)



“When our product  
**Synagis<sup>®</sup>** (palivizumab)  
was approved, every person  
here felt a deep sense of **pride.**”

“This is My  
**MedImmune.**”

— *Melissa,  
Research*

***Making a real-life difference.  
MedImmune people do it every day.***  
*They are more than dedicated. They  
are passionate. Because they know  
their work is too important not to give  
everything, every day. MedImmune  
people also see the positive results  
of their work – that’s where the  
exceptional satisfaction comes in.*

*MedImmune is an Equal Opportunity  
Employer and does not discriminate on  
the basis of race, color, religion, gender,  
age, national origin, disability, veteran  
status, or any other characteristic  
protected by federal, state or local law.*

We invite you to join us at MedImmune, as our  
pipeline of research and products continues to grow  
— and as we impact around the world.

We have opportunities in a variety of areas such as:

- **Research**
- **Development**
- **Clinical**
- **Operations**

For more information and to  
APPLY ONLINE,  
visit our web site at:  
**[www.medimmune.com/careers](http://www.medimmune.com/careers)**





## Dr. DeRionne P. Pollard

President  
Montgomery College

**M**ontgomery College is a vibrant, multicampus community college, serving more than 60,000 credit and noncredit students annually. The College is at the forefront of innovation with courses, programs, and facilities that meet the community's ever-evolving needs for

undergraduate education, workforce development, and lifelong learning. Montgomery College leads the state in the number of students who transfer to four-year colleges and universities. The College also provides customized business training to nearly 9,500 employees of local businesses, community organizations, and government agencies annually through Workforce Development & Continuing Education.

Montgomery College opened its doors 64 years ago with 186 students and a vision—a vision that higher education should be affordable, accessible, and of the highest quality. Montgomery County supported our vision from the beginning, and the county has consistently been one of our strongest supporters.

Even in the current economic climate, Montgomery County has understood the value of investing in Montgomery College—in better classrooms, improved instructional resources, and strong partnerships with community businesses and organizations.

Montgomery County has been a strong proponent of ensuring the College remains the leading provider of higher education and workforce training in our community. The county has invested substantial resources in expanding our Takoma Park/Silver Spring Campus, including state-of-the-market health sciences programs. Most recently, the county has invested in the construction of a new Rockville Science Center on the Rockville Campus and a future Bioscience Education Center at the Germantown Campus, which is integral to the science and technology park envisioned by the county.

The county's investment in Montgomery College has meant that we educate more engineering students than any other community college in the country; that we are one of the leading providers of nursing graduates in the area; and that we provide the education and training essential to the bioscience companies that drive much of our county's economic growth.

Living in such a highly educated county, we employ outstanding faculty and staff to educate and support our students. Living in a community that truly values education, from early childhood programs through college, means we have an incredible support network for our students.

Montgomery College is in the business of changing lives for our students. We can focus on that mission because we live in a county that puts education first. Montgomery College is lucky to call Montgomery County home.





# When It Comes to **Changing Lives**, These Numbers Add Up.

Montgomery College is a public, open-admissions community college with three campuses and workforce development/continuing education centers and off-site programs throughout Montgomery County.

We're in the business of changing lives—a mission that is the driving force behind everything we do for the community we serve. Just add up the numbers:

**450,000+**

Montgomery College alumni

**60,000+**

Students served annually through credit and noncredit programs

**130**

Areas of study in credit programs

**4,300+**

Students who transferred to four-year institutions in 2009

**90**

Percentage of Montgomery College students who remain in Maryland and contribute to economic growth

**150+**

Nonprofit organizations where Montgomery College faculty, staff, and students lend support or volunteer

**170+**

Countries represented by Montgomery College students

**1,500**

Noncredit courses offered by Workforce Development & Continuing Education

**9,500**

Employees of local businesses, agencies, and organizations trained by Montgomery College

**\$1.8 billion**

Amount by which Montgomery College strengthens the local economy through College operations, student spending, and alumni productivity



**240-567-5000 ■ [www.montgomerycollege.edu](http://www.montgomerycollege.edu)**

Montgomery College is an equal opportunity institution committed to racial diversity.



**Montgomery College**

**endless possibilities**



# Welcome!

MONTGOMERY COUNTY, MARYLAND  
THE UPSIDE OF DOWNTOWN

The Conference and Visitors Bureau (CVB) of Montgomery County, MD, Inc. enthusiastically promotes, markets and sells Montgomery County, Maryland regionally and nationally as a destination for meetings, conventions and individual travelers. Its goal is to foster economic development while benefiting and supporting members and the overall business community. By partnering with local, county and state government agencies and representatives, the CVB strives to demonstrate effective leadership and to be regarded as a quality organization of experts, tirelessly advocating on behalf of the industry. The CVB is one of 25 Destination Marketing Organizations (DMO) representing each county in Maryland, as well as Baltimore City and Ocean City.

Montgomery County has so much to offer: nearly 1,000 restaurants, featuring multi-cultural cuisine; a 2,000-seat, state-of-the art concert hall; 93,000 acres of preserved green space; and an always in demand multi-sports complex. All this and more can be found just minutes from the nation's capital, making Montgomery County a truly desired location for conferences, events and leisure travel.

The CVB was founded in 1983 to assist residents and leisure visitors with finding information about things to see and do in Montgomery County. As the organization grew in funding and staff, the program became much more proactive with sales, marketing and advertising initiatives added to the core operations. Today, the CVB has a full-time business development representative deployed to identify leisure groups, conventions, conferences, sporting events and other large functions to be held in Montgomery County-- all with a focus on significant economic impact via ROI from visitor expenditures on lodging, shopping, gas, dining, entertainment and more.

Such spending adds up; annually, visitors add more than \$2 billion to the county's economy. Additionally, hotel taxes collected in Montgomery County contribute more than \$17 million each year to the county's general fund.

"The benefit of visitors coming to Montgomery County is that they go home," said Kelly Groff, Director, CVB. "By that I mean they spend money enjoying our culture, history, downtown districts, shopping and dining, but then go home so we don't have to build roads and schools for them."

In addition to its main goal of attracting and encouraging visitors from outside of the county to come and stay overnight as tourists in Montgomery County, the CVB also implements programs that promote the county's great quality of life so that current and regional residents are reminded of all there is to enjoy here in their own backyard.

Businesses benefit from the services of the CVB in a variety of ways. The CVB provides cooperative marketing opportunities, business-to-business networking, business referrals, data collection, statistical information, and connections at the state and county levels for ways to obtain assistance for retention or expansion. Other CVB services include:



Pictured left to right: Bethany Mattocks, Layma Askarzoi, Taffy Rice, Kelly Groff, Bridget Asante-Ansong

## Group Tour and Conference Planning

The CVB cultivates contacts with group tour operators, meeting professionals, associations, sporting event organizers and other leaders in the group event industry to increase opportunities for CVB members to service groups, meetings and conferences. The CVB also hosts familiarization trips into the county for meeting planners.

## Visitor Services

The CVB provides assistance to visitors who are looking for brochures, maps, souvenirs, relocation information and other services. CVB members provide brochures that are mailed to inquiring visitors. Travel counselors are able to extend a helping hand and personally assist the most important people for the CVB--the consumer. The CVB responds to more than 17,000 visitor inquiries per year.

## Housing Services

The CVB provides group and individual hotel reservation services for events held in the county. The CVB has a partnership with the Maryland SoccerPlex to assist with housing for events scheduled throughout the year at the facility.

## Business Development and Marketing

The CVB staff participates in 14 travel trade shows and sales missions targeted at group meeting, group leisure and sports market organizers. This initiative brings new group business to hotels, conference facilities and other venues located in the county.

The CVB increases awareness by directing marketing strategies through publications, advertising placements, press releases, hosted familiarization tours, social marketing and the media.

The CVB's new website, [www.visitmontgomery.com](http://www.visitmontgomery.com) provides members with their business listing and opportunity to link to their own web site. An innovative marketing tool highlighting Montgomery County's tourism assets, the CVB website generates thousands of views per month.

The CVB was recently recognized at the annual Maryland Tourism and Travel Summit with the Best Electronic Marketing award for its new website, [www.visitmontgomery.com](http://www.visitmontgomery.com) and the Economic Engine award for job creation, positive impact to the region and state and exemplary contributions to Maryland's tourism industry.



# Welcome!



VisitMaryland.org



- Over 900 Restaurants
- 200 Miles of Trails and Paths
- 33,602 Acres of Parkland
- 9,447 hotel rooms
- 40,000 hospitality associates waiting to serve you

## MONTGOMERY COUNTY, MARYLAND

THE UPSIDE OF DOWNTOWN

240-777-2060

WWW.VISITMONTGOMERY.COM





## Tammy Darvish

**Vice President,  
DARCARS Automotive Group**

to ensure the complete satisfaction of ourselves, our customers, and our community," says Tammy Darvish, Vice President of DARCARS. Standing alongside Tammy in running the business are her brothers, Jamie and John; and numerous family members also contribute to the success of the company.

Founded in 1977 by Tammy's father, John Darvish, DARCARS is one of the largest auto dealership businesses in the nation, with locations throughout Montgomery County and all of Maryland as well as Fairfax, VA and Jacksonville, FL. DARCARS has grown to this epic proportion by sticking to what it does best: servicing clients as though they were family.

With experience, passion and open communication, all DARCARS' clients know that any question/concern, big or small, will be answered in timely fashion by someone who knows their stuff; in fact, Tammy personally responds to each and every email sent her way.

DARCARS is more than just a dealership; it is a rental center, repair shop, and car showroom all rolled into one. Practically every major automotive brand calls DARCARS home, including Lexus, Volvo, Ford, VW, Chevy, Toyota, Nissan, Chrysler, Jeep, Dodge, Ram, Lincoln, Mercury and Kia. Every DARCARS dealer offers pre-owned options for customers looking for a great car with a great price. Customers also find their on-site repair shops as well as the rental car center, made possible in part through a

# DARCARS

See what it's like to love car buying

**A** family-owned-and-operated business, DARCARS Automotive Group is filled with "uncommon people working together to perform common tasks in an extraordinary manner

partnership with Enterprise, convenient and efficient.

DARCARS is committed to bettering the communities in which they reside, especially Montgomery County--for the county is a great place to live and work. "Montgomery County gives you the flavor of the suburbs but is just 10 minutes from the city," says Tammy Darvish. "It has topnotch restaurants, theatre, concerts and more."

To help the community, DARCARS supports numerous charities and philanthropic agencies. In fact, last year more than \$2 million was raised and/or donated through these initiatives. "We try to focus primarily on the basic necessities of life (food, shelter, clothing) as well as life-threatening diseases and events that will improve the lives of children," says Darvish.

Every year, DARCARS hosts a Holiday Food Drive where all employees are asked to donate two or three food items, which are then combined with turkeys and perishables purchased by DARCARS. This is in addition to various other philanthropic endeavors throughout the year. Personally Tammy is chairman of the Greater Washington Leukemia Lymphoma Society and

Washington director of the National Automobile Dealers Association. From all perspectives, DARCARS is a community-minded, customer-oriented company that is proud to serve Montgomery County and beyond.







LOOKS LIKE A FEW OF OUR  
VERY, HAPPY CUSTOMERS.

**DARCARS**  
See what it's like to love car buying



DARCARS.com







In 1973, Lockheed Martin selected Bethesda for its headquarters. Here, they have been able to grow their business by offering

products and services that evolve as the world changes. Always a company at the forefront of innovation, Lockheed Martin provides solutions to today's most complex and challenging technological issues. To that end, Lockheed Martin specializes in four core business areas: aeronautics, electronic systems, information systems & global solutions, and space systems—each with offices located around the globe.

Lockheed Martin Aeronautics supplies U.S. and Allied military forces with leading combat aircraft, tactical and strategic airlift, special mission aircraft, and global sustainment programs. Its core competencies are in the design, development, systems integration, production and support of advanced military aircraft and related technologies. The company's Advanced Development Programs (ADP) group, also known as the "Skunk Works," has principle responsibility for research and development, new product development and prototyping, and upgrades/modifications to existing products. Current aircraft programs include the F-35 Lightning II, F-22 Raptor, F-16 Fighting Falcon, C-130J Super Hercules, C-5M Super Galaxy, P-3 Orion, and U-2 Dragon Lady. The company is also a major participant in Japan's F-2 program, and Korea's T-50 Golden Eagle trainer through strategic international business programs. In the area of global sustainment, Lockheed Martin Aeronautics partners with its customers to provide a full range of services, delivering operational effectiveness and affordable readiness throughout the life-cycle of the aircraft. This includes engine maintenance, repair and overhaul; logistics support for defense and commercial customers worldwide; core competencies in government privatization projects in the United States and overseas; depot-level and field maintenance; aircraft avionics upgrades; supply chain management; and customer site support.

Lockheed Martin Electronic Systems is engaged in the design, integration and production of high performance systems that ensure the readiness of armed forces and government agencies worldwide. Products and services include advanced sensors, decision systems and weapons for air, land, and sea-based platforms. Electronic Systems is a leader in strike weapons, tactical missiles, combat maneuver and fire control systems; air and theater, surface and sea-based missile defense systems; surface ship and submarine combat systems; anti-submarine and undersea warfare systems; ground combat vehicle integration; avionics and systems integration for fixed and rotary-wing aircraft; radars; surveillance and reconnaissance systems; simulation and training and enterprise logistics solutions. With responsibility for oversight of Sandia Corporation, Electronic Systems manages the Sandia National Laboratories for the U.S. Department of Energy, and is part of an industry consortium that operates

the Atomic Weapons Establishment in the United Kingdom. Applying technological expertise to adjacent market pursuits, Electronic Systems is leading renewable energy efforts and is working with national healthcare providers to use the same virtual and simulated training capabilities designed to prepare pilots and soldiers for their missions to reinvent training for nurses beginning their careers.

Lockheed Martin Information Systems & Global Solutions (IS&GS) brings together the full range of the corporation's information competencies with an expansive global delivery capability. With more than \$10 billion in sales, IS&GS is a leading federal services and information technology contractor with a strong heritage of delivering world-class solutions and delivering advanced technology across a broad spectrum of domains. IS&GS plays an integral role in the corporation's domestic and global business strategy.

IS&GS is organized into three major product lines: Civil, Defense and Security. The Civil business capabilities include a wide array of information technology systems and services for areas such as security, transportation, energy, space exploration and financial services. The Defense businesses provide a range of defense services and solutions for the U.S. Military and international customers from multi-intelligence systems to command and control technologies. The Security businesses deliver highly advanced systems and services to the U.S. Intelligence Community and international customers.

From global communications and weather forecasting to space exploration and national security, space is where the future takes flight. That is why Lockheed Martin focuses their time on partnerships and alliances that help build their involvement in this area. Two primary business units achieve this goal: Space Systems and Michoud Operations. Michoud Operations builds the external fuel tanks for the Space Shuttle. Space Systems Company designs, develops, tests, manufactures, and operates a full spectrum of advanced-technology systems for national security, civil, and commercial customers. Chief products include human space flight systems; a full range of remote sensing, navigation, meteorological, missile warning and communications satellites and instruments; space observatories and interplanetary spacecraft; laser radar; fleet ballistic missiles; and missile defense systems.

It is apparent through their extensive roster of products and services that Lockheed Martin is all about advancement. They have helped to advance the community of Bethesda by creating hundreds of new jobs in Montgomery County since 2006. Plus, they support a number of philanthropic causes. For example, they collect school supplies and at the beginning of the school year distribute them through the Armed Services YMCA to families at military bases in the Greater Washington, D.C. region. This is just one of many programs that exemplify the company's belief that giving back is the best way to pay it forward.

6801 Rockledge Drive • Bethesda, MD





WHEN **VISIONS** BECOME  
**REALITY,** THE WORLD TAKES  
**NOTICE.**



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## THIS IS HOW

At Lockheed Martin, we deliver value by providing the “how” that gets results for our customers. But the “where” is just as important. And when it comes to that, Montgomery County delivers for us. That’s why, as a company that has called Bethesda home for decades, we are confident its vision of becoming a globally competitive location for knowledge-based businesses is well on its way to becoming reality.

[lockheedmartin.com/how](http://lockheedmartin.com/how)

LOCKHEED MARTIN





**KAISER PERMANENTE®**

## Marilyn Kawamura

**President, Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc.**

**K**aaiser Permanente of the Mid-Atlantic States region, headquartered in Rockville, Maryland, provides and coordinates complete health care services for almost 500,000 members through 30 medical office buildings in Maryland, Virginia, and Washington D.C. Kaiser Permanente of the Mid-Atlantic States, founded in 1980, is a total health organization composed of Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc., and the Mid-Atlantic Permanente Medical Group, P.C., an independent medical group that features approximately 1,000 physicians who provide or arrange care for patients throughout the area. The health plan is considered Maryland's "Top HMO" according to the Maryland Health Care Commission.

The NCQA Health Insurance Plan Rankings 2010-2011-Private" placed Kaiser Permanente Mid-Atlantic States in the nation's 100 top commercial health plans, and our Medicare plan #1 for D.C., Maryland, and Virginia. In addition, it was recently named "Highest in Member Satisfaction" among Commercial Health Plans by J.D. Power and Associates for the second year in a row. For more information about Kaiser Permanente of the Mid-Atlantic States region, visit [kp.org/midatlantic](http://kp.org/midatlantic).

THRIVE.

That one word captures both the mission and the spirit of Kaiser Permanente of the Mid-Atlantic States, the area's leading integrated health care delivery system. "Thrive" is a touchstone for the half million residents who receive their health and medical care at one of the 30 Kaiser Permanente medical offices in Maryland, Virginia, and the District of Columbia, and for the 7,000 staff who make up Kaiser Permanente's workforce.

For the physicians and staff of Kaiser Permanente of the Mid-Atlantic States, the area's largest integrated health plan is much more than a place to work. It is a platform for service, not only to the many residents, who receive care there, but also to one's colleagues, and to the community.

"Our number one goal, of course, is to provide high-quality health care to our members," says Marilyn Kawamura, President of Kaiser Foundation Health Plan of the Mid-Atlantic States, "but we are equally intent on providing exceptional service by making sure that at every turn our members feel appreciated and respected."

That starts with quality and innovative medical care delivered through Kaiser's unique integrated system, with the Kaiser Permanente Health Plan and the Mid-Atlantic Permanente Medical Group. "We're a health plan and a medical group, both working together," Ms. Kawamura noted, "and our success in delivering quality, affordable health care both here in the Mid-Atlantic States and in our other service areas around the nation has made many hold us up as a model for healthcare reform."



"Our superior quality and exceptionally coordinated and personalized care differentiate us in Montgomery County and throughout the country," says Dr. Bernadette Loftus, Associate Executive Director for the Mid-Atlantic Permanente Medical Group. "That highly coordinated medical care, our advanced electronic medical record, and round-the-clock availability of online appointment scheduling, secure email with physicians, and ability to request prescription refills, improves the health and life of our members."

Kaiser Permanente's mission also emphasizes community and diversity. As for community service, Kaiser provides support and funding to many of the area's free clinics and farmers' markets, scholarship assistance for community college students pursuing training in health care careers, and health education for area school children—all of which serve as a source of pride for the Kaiser Permanente staff. In 2010 Kaiser awarded approximately \$1,000,000 to Montgomery County community clinics, safety net programs, and health-oriented, non-profit organizations through grants, sponsorships, and donations. In Montgomery County Kaiser:

- Serves over 83,000 patients with comprehensive health care.
- Provides direct health care services to uninsured children and adults through our Charitable Care for Children and Bridge programs.
- Employs over 2,000 local residents.
- Educates school audiences about healthy lifestyles through our award-winning Educational Theatre Program.

In addition, for several years, Kaiser Permanente has been the top contributor and title sponsor of a major golf outing and gala benefiting the fight against diabetes. The event, always held in Montgomery County, has raised over \$1 million in the past decade. The proceeds have impacted diabetes prevention, treatment, disease management, and education efforts and have benefited the American Diabetes Association.

To serve its diverse populations more effectively, Kaiser Permanente is committed to delivering culturally competent services. The first step is speaking the same language. Kaiser offers interpreting services in more than 140 different languages. Also, through its initiative to help expand the delivery of culturally competent health care offered to the area's Latino members, Kaiser created the Kaiser Permanente Mid-Atlantic States Latino Centers for Excellence (LCE). The Kaiser Permanente medical offices in Montgomery County with LCE services are located in Gaithersburg and Germantown.

Having opened several new medical office buildings in recent years, with more on the horizon, Kaiser is ever present in the community with six locations in Frederick, Gaithersburg, Germantown, Kensington, Shady Grove, and Silver Spring and its regional headquarters located in Rockville.

Kaiser has also announced its plans to open a new 200,000 square foot medical office building in Gaithersburg, Maryland. The new facility is expected to be open in the summer of 2012 and will serve members who are area residents and a large number from nearby employers. For more information about Kaiser Permanente of the Mid-Atlantic States region, visit [kp.org/midatlantic](http://kp.org/midatlantic).



# Five laps, five more sales

Encourage a healthy lifestyle for higher productivity and profits.

When employees start the day with a splash, their momentum can carry you to business success. A study found that 65 percent of workers who exercised had improved quality of work and productivity\*. To support employees, Kaiser Permanente offers tools that encourage healthier living. From preventive care that lowers the risk of chronic conditions to empowering online services such as healthy lifestyle programs, e-mailing your doctor's office, and viewing lab results, employees get what they need to live and work better. To learn more, dive into [kp.org/totalhealthandproductivity](http://kp.org/totalhealthandproductivity). Contact your broker or Kaiser Permanente representative for details.

\*Jim McKenna, PhD et al, "Workers are More Productive After Exercise" study, Medical News Today, June 4, 2005.

Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc.  
2101 East Jefferson Street, Rockville, MD 20852  
09905\_IAMMont\_ITh\_E\_ad (1/1/10-1/8/10)





## Weymouth Spence, EdD, RT

President, Washington Adventist University



**F**or more than a century, Washington Adventist University (WAU) has been a proud member of the Montgomery County community. With a 19-acre campus in the heart of Takoma Park, WAU is the only four-year residential college in the county and we are honored to serve the needs of our neighbors.

Founded in 1904, WAU is a Christian institution--welcoming students of all faiths and backgrounds--focused on preparing individuals for lives of service, leadership and civic engagement. We offer a number baccalaureate degrees, including acclaimed programs in nursing, education, psychology, music and pre-law through the School of Arts and Social Sciences and the School of Health Professions, Science & Wellness. Our School of Graduate and Professional Studies (SGPS) offers certificate, undergraduate degree completion, and graduate programs in an evening format for adult professionals.

The WAU student body mirrors the diversity of Montgomery County, and is one of the most diverse in the nation (ranked number 3 in the North Region by the 2011 U.S. News & World Report). With a learning community representing more than 40 countries and nearly every state, more than a quarter of our student body resides in Montgomery County. The diversity of the county also provides us with a rich resource of scholar practitioners that enhance the learning environments and experiences of our students. The University is also listed by the 2011 U.S. News & World Report in the North Regions as number 2 for students graduating with the least amount of debt.

The supportive business environment in the county has attracted leading companies to locate here, in turn providing our students with outstanding internship opportunities--a key facet in a WAU education. Through these professional interactions, our students gain insight and skills that prepare them to be competent leaders in their chosen professions.

WAU has been providing career-building undergraduate and graduate programs for working professionals for more than 25 years. We are educating the county's workforce in public administration, business, psychology, religion, healthcare and education. Beginning in January of 2011, the graduate MBA and MPA programs along with the RN-BSN and Early Childhood Education-ECED undergraduate programs will all be offered fully online.

A recent \$1.3 million grant from the Maryland Hospital Association, made possible in part by Adventist HealthCare (AHC), has allowed us to increase capacity in our nursing program to help stem the staffing shortages county hospitals are currently facing. Our students do clinical work in several county facilities, including both Shady Grove Adventist Hospital

and our neighbor Washington Adventist Hospital.

Montgomery County's emphasis on excellence in public education has opened the way for our education program to develop key partnerships with Montgomery County Public Schools (MCPS). Our education majors gain tremendous experience working with mentor teachers through a student practicum program at several MCPS locations. In partnership with MCPS, WAU also teaches county para-educators seeking to better serve the needs of MCPS students by earning additional certification and degrees. In this program--the only one like it in Maryland--Montgomery County teachers combine either early childhood or elementary education and special education to receive dual state certification and a bachelor's degree. With the growing number of children in our region who are identified with diverse learning styles, this focus on special education is particularly important to our community.

In the center of our campus stands a brick and iron gateway that symbolizes our long held motto at Washington Adventist University: "Gateway to Service." We take that motto to heart every year during WAU Service Day when more than 200 choose to volunteer with local organizations to serve in a variety of ways. This year, students packed food at food banks, cleaned up neighborhoods in Takoma Park, assisted the Takoma Park Police Department with various projects, helped at an animal rescue farm, and pitched in where needed at a pediatric aids relief organization.

Washington Adventist University is a relatively small school with a student body of more than 1,200 students, but we have a big voice. That voice is WGTS-FM 91.9, the second largest Christian radio station in the nation and a top three station in the Washington metro area as ranked by Arbitron.

And we are growing. In April, we broke ground on a music building--a new home for our proclaimed music performing groups: the New England Youth Ensemble and Columbia Collegiate Chorale, who perform regularly in the region, the country and around the world. This new facility will be open in the fall of 2011.

A partnership with Adventist HealthCare and Washington Adventist Hospital is also paving the way for the construction of a health and fitness center on our Takoma Park campus, which is intended to also serve as a recreational facility for Montgomery County residents.

Our vision at WAU is to produce graduates who bring moral leadership and competence to their communities. We remain one of Montgomery County's vital organizations and will continue to seek ways to serve our neighbors and this county.



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**Diane Sheldon**  
President

**E**xecuSuites I-270, Inc. (ESI) understands that in today's market businesses need options. Not all companies can-or should-own their own spaces-and renting shouldn't be a hassle. That is where ESI comes in. ESI is a premier, owner-managed executive suite and business center located at the core of Montgomery County's I-270 Technology Corridor. Flexible lease arrangements (full or part time), meeting rooms, and even administrative support staff, make ESI a great option for area businesses-from start-ups to multinational corporations.

Whether a company is looking for a single room or multiple offices, ESI has options that are reasonably priced and conveniently located, with access to the entire Washington, D.C. Metropolitan area and its three airports. Amenities include furnished offices, professional administrative services (e.g., word processing), conference room facilities, first-rate communication capabilities, ample free parking, and security. Meeting rooms are available to rent for regular meetings or one-time appointments. These spaces include teleconferencing, high-speed Internet access, presentation equipment, and even catering.

For these reasons and more, ESI has been chosen by some 1,500 new and growing companies over the past 25 years who were looking for a premier business environment. "Montgomery County has been a dynamic place in which to do business. We have connected with many people of all different backgrounds over the years," says Diane Sheldon, President of ESI. This includes a broad range of companies from independent business people and sole practitioners to entrepreneurs and branch offices of multinational companies. They encompass such fields as database and IT support, non-profits, biotech, law, accounting, insurance, construction, real estate professionals, business brokers, and many forms of consulting.

ESI is locally owned and operated giving its clients a much-needed edge; the management and staff have longstanding ties and extensive knowledge of local areas, providing an insider's perspective for companies setting up shop in this popular business district.

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**Chuck Weller**  
President & CEO

**A**t OBA Bank, we've served our local market for 150 years. Founded on April 3rd, 1861, we're celebrating our

150th Anniversary, as one of the oldest financial institutions in the country. While a great deal has changed over the last century and a half, our philosophy remains the same - to provide excellent customer service to the local market, build lasting relationships with each and every one of our customers, and offer state-of-the-art products and up-to-date technology that help our customers prosper. At OBA Bank, we make it a point to listen to our customers, understand their needs, and develop smart products that help them succeed.

Technology continues to redefine our lives, and at OBA Bank, we are committed to offering products and services that are in keeping with today's current technology. In addition, we have streamlined our internal procedures, so that we are able to offer our customers attractive rates and competitive terms on all of our deposit and lending products.

OBA Bank takes pride in focusing on the core assets of our business. We are proud to provide our customers with a wide array of outstanding products and services - from commercial loans and deposit accounts, to residential lending and personal deposit accounts. We continue to develop new products to address our customers' changing needs. Time and again, we hear that our friendly people and quality service keep our customers coming back.

Our commitment to improve the quality of life in our local community extends to our support of a number of worthwhile non-profit programs:

• **Habitat for Humanity**

This organization seeks to reduce substandard housing by providing a hand-up, rather than a handout, to help families realize the dream of homeownership. Working in partnership with families, Habitat for Humanity of Montgomery County, MD (HFH-MC) volunteers build affordable housing throughout the county.

• **Rebuilding Together Montgomery County**

This nonprofit volunteer organization is dedicated to helping elderly and/or disabled low-income homeowners, as well as families with children through home renovation and repair. Their goal is to keep people living in warmth, safety and independence, while helping to build better communities within Montgomery County.

• **BlackRock Center for the Arts**

This organization encourages the community to explore, experience and engage in the arts by providing excellent artistic and cultural programs.

OBA Bank is committed to strengthening and supporting the Montgomery County community, "One Neighbor At A Time." After all, "Our Decision Makers Are Your Next Door Neighbors."

# OBA Bank

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# Montgomery County

OBA Bank shares in the Montgomery County Department Of Economic Development's mission to strengthen and transform our community through:

- Commitment to excellence in the service we provide
- Experienced bankers with local roots
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- Community involvement to improve our quality of life
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301-921-2500

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## Karen Kalantzis

Co-founder and CEO

**K**aren Kalantzis and her business partner, Marshall Micheals, founded Corporate Network Services (CNS) in 1993. "My business partner and I moved to Montgomery County from the Midwest, fully appreciating the great job opportunities; the superb schools; the multitude of cultural activities; and its location near beaches and mountains. When we decided to start Corporate

Network Services it only made sense to keep it where we lived--first in Montgomery Village and now in Poolesville. That was a wise decision, because the county gives us access to a large talent pool of friendly, experienced employees and a wide-ranging customer base," says Karen Kalantzis, co-founder and CEO.

Corporate Network Services (CNS) is a people-friendly computer consulting managed services company, which firmly believes in the use of technology to increase productivity and meet business goals. They provide corporate IT services; all-inclusive IT solutions; computer, software and networking services; and support for individual IT projects.

- PROSuite™ Managed Services offers remote monitoring and remediation to prevent and remediate IT network infrastructure problems before they occur, as well as an accredited help desk open 12 hours a day.
- Their Application Development services, which includes custom web, SharePoint, and database applications, focuses on clients' business processes in order to build a custom solution-whether it is a new system, a migration of an old system, or adding new functionality by leveraging CNS capabilities in process automation, business intelligence and system integration.

As a certified, small woman-owned business, government agencies such as the United States Army, United States Treasury, National Institutes of Health, Smithsonian Institution and the Department of the Interior have counted on Corporate Network Services for more than 17 years to provide quality IT support to assist in their missions.

CNS is committed to giving back to the Montgomery County community. They do so through initiatives such as their "Community Counts" program, in which they provide financial support to local Poolesville youth and community programs. They also support WUMCO with holiday gift baskets and participate in Community Service days.

"As an award-winning small business with a cultural focus on family, we provide a great place to work for our employees that we hope in turn provides a strong, stable base for them at home. CNS is proud to be part of the small business community, which is the heart of the economy here in Montgomery County," says Kalantzis.



# ADVENTURE THEATRE

WHERE THEATRE BEGINS

Adventure Theatre (AT) is privileged to have been a part of this incredible county that we call "home" for 60 years, and honored you have chosen us as the place to bring your family over the years. Founded in 1951, AT is the longest-running children's theatre in the Washington, D.C. metropolitan area. The mission to cultivate new generations of audiences and artists by creating memorable theater experiences, in an intimate and interactive environment, is what every member of the company strives to achieve with each action, each day. In order to achieve this goal, AT offers a wide variety of activities, including live performances of popular children's stories, theater classes and camps (which complement in-school learning), workshops, birthday parties and community engagement projects. Though the goal to teach is inherent in all AT programs, children (and their families) leave with the feeling they are different than when they arrived. Producing an average of six main stage shows yearly, each production runs approximately 55 performances over a seven-week period throughout the year.

AT reaches out to the community by making its programs accessible, affordable and inclusive to diverse members. In addition to offering American Sign Language performances, AT recently developed sensory-friendly performances for children who are diagnosed with autism, Asperger's syndrome and other conditions relating to sensory awareness. This initiative has received national recognition and will be used by the Disney Theatrical Group for its Broadway production of The Lion King. Annual "Celebrate-Adoption" weekends and a partnership with Rainbow Families DC provide adoptive and LGBT families a welcoming place to gather and enjoy live theater together. Each year, AT offers reduced-price tickets to nearly 5,000 students from D.C. public, private, charter and Maryland Title One schools. All school groups are provided with Interactive teacher study guides, which contain activities that meet Maryland State Voluntary Standards.



Share the Adventure, AT's community-engagement program, uses theater as a way to engage and give back to the community. Through various partnerships, the experience of seeing a production is extended and teaches young audience members about philanthropy, volunteerism and model citizenship. Share the

Adventure events have included: Go, Dog. Go! - Dog Adoption Day in partnership with the Montgomery County Humane Society; Rudolph the Red-Nosed Reindeer - Annual Hat-and-Mittens Drive in partnership with A Wider Circle; and Spot's Birthday Party - "Birthday Party in a Box" program for children in local shelters.

African-American Adventures, a new program, adapts plays from well-known African-American children's books. The first production brought the world premiere of Mirandy and Brother Wind, based on the award-winning book by Patricia McKissack to Adventure Theatre and The Atlas Performing Arts Center in Northeast D.C.

Thank you for 60 wonderful years. We look forward to seeing you soon!



Josh Sticklin as Pascal  
(The Red Balloon-2010)

Michael J. Bobbitt, Producing Artistic Director  
Joseph A. Rossi, Managing Director

# ADVENTURE THEATRE

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## Selim Soliman General Manager

For over 40 years the Doubletree Hotel & Executive Meeting Center Bethesda has been one of Montgomery County's favorites for banquets, weddings, meetings, corporate training and more. After a recent \$23 million hotel renovation (with more exciting improvements to come in 2011), the Doubletree Hotel Bethesda is a modern, attractive hotel with all of the warmth and personalized customer service fitting of our long-standing reputation. Montgomery County is a place we are proud to call home. The growth and vitality present here has provided the Doubletree with abundant resources from which to draw including an educated work force, a growing population and a vibrant business community.

Just as important as the attentive service and modern conveniences at the Bethesda Doubletree Hotel is the active role we play in contributing to our community needs and local charities. Our community programs include:

"Can the Van" Food Drive - We team with the Charles E. Smith Day School to coordinate a food drive for the patients and families at the NIH Children's Inn.

Yellow Ribbon Fund - Our golf themed "Beat the Pros" event benefited the Yellow Ribbon Fund, a non-profit organization dedicated to the caretakers of wounded soldiers.

Montgomery County Public Schools Educational Foundation (MCPSEF) - We're providing scholarship assistance, small grants and technology needs to assist teachers and to enrich our children's education.

We've added to our banquet offerings, meetings facilities and upgraded our guest rooms. If you haven't been to the hotel since our facelift, I encourage you to come by and see what we've done including...

- New dining options featuring The Oz. Restaurant and Wine Bar offering a healthful a menu of marinated and spice-rubbed meats and fish and the areas best selection of wines.
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1775212





**T**his past September, Monument Bank observed its fifth year in business. As we celebrated this milestone anniversary, we took time to reflect on our beginnings. Monument Bank was founded by a group of business people and experienced bankers who had deep roots in Montgomery County and Washington, D.C., and possessed a unique understanding of the business community. Our vision was to serve customers through exceptional service and state-of-the-art technology. Since opening our

doors on September 6, 2005, we have sought to be the premier "convenience" community bank in the area.

A measure of our success in offering unparalleled convenience is the fact that we were one of the first financial institutions in the area to offer remote deposit capture, allowing business owners to bank from their offices. And, in spite of having only one branch office in Bethesda for almost five years, Monument Bank achieved or surpassed its growth and profitability goals by "taking the bank to the customer." Every day our lenders and business development team are outside the bank, providing convenience on our clients' terms. In May 2010, we opened our second branch office in Silver Spring and were able to hire a team of highly talented bankers with extensive experience in that geographic area.

From our earliest planning stages, we knew that to attract experienced personnel deeply committed to exceptional service, the bank would need to ensure that every employee believed that they are regarded as a valuable member of the Monument Bank family. We recognize that our people are our greatest asset. Top-notch staff coupled with a hardworking board of directors has been key contributors to our success.

Our people understand that the very essence of community business banking is the ability to understand our clients' lines of business and to be prepared to support them in their efforts to succeed. We continue to explore new products and services to meet the very individual needs of our customers and within the boundaries of responsible lending practices, we are dedicated to helping them grow and prosper.

Community service is at the foundation of our mission. We have been fortunate to have the resources to donate money to worthy causes; but just as important, our staff has donated many volunteer hours to support some of the non-profits that make our community a better place to live.

We wish to express our appreciation to those who have contributed to our success - our customers, staff, directors and shareholders. We are proud to serve the businesses and citizens of this area and look forward to future years of working together in an atmosphere of trust.

Sincerely,

**H. L. Ward**  
President & CEO

## Why bank with Monument?



Steven Landsman, Abaris Realty, Inc.

**Convenience**

**Trust**

**Service**

**Relationships**



Robert Day, Renewable Natural Resources Foundation



Tony Fleming, Fleming's Ultimate Garage

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## HUGHES



### Pradman Kaul

Chairman and CEO,  
Hughes Network Systems, LLC  
(HUGHES)

**H**ughes Network Systems, LLC (Hughes) is the global leader in providing broadband satellite networks and services for large enterprises, governments, small businesses, and consumers, with over 2.2 million systems shipped to customers in more than 100 countries. HughesNet® is the #1 high-speed satellite Internet service in the marketplace, with over 550,000 consumers and small businesses in North America enjoying the benefits of high-speed satellite Internet access.

"From the earliest days as a start-up company in a Rockville garage over 35 years ago to our current location in Germantown, Hughes has been proud to call Montgomery County home," said Hughes Chairman and CEO, Pradman Kaul. "It's a diverse community with a highly educated work force, an excellent educational system at all levels, and numerous advantages of being in close proximity to Washington, DC and Baltimore, MD—including three major airports, first-rate health care facilities, and a wide variety of recreational and cultural activities.

"In addition to offering challenging technology-related employment opportunities, maintaining a healthy work-life balance is a cornerstone of the Hughes culture—and our Montgomery County location helps us to achieve this goal. For ten consecutive years, Hughes has been awarded the 'Workplace Excellence Seal of Approval' from the Alliance for Workplace Excellence, and for the last four years we also have been chosen as a winner of Maryland's 'Wellness Trailblazer' award. Both awards are given to members of the Maryland business community dedicated to establishing a workplace culture that allows employees to achieve success at work, at home, and in the community.

"Hughes is a continuing contributor to Montgomery County area associations, including the Gaithersburg-Germantown and Montgomery County Chambers of Commerce, Boys & Girls Clubs of Greater Washington, National Engineers Week, and Shady Grove Adventist Hospital. Its close relationship with Montgomery College and The Universities at Shady Grove brings additional opportunities to participate in employer panels and introduce new audiences to the company."





## Dan Schrider

President & CEO

**A**s the largest and oldest financial institution headquartered and operating in Montgomery County, Sandy Spring Bank has a long history of supporting the goals and vision of Montgomery County.

"Calling Montgomery County our home is an understatement," states President and CEO Dan Schrider. "We were founded here, in the town of Sandy Spring, over 140 years ago and our history, philosophy, heritage, values, and goals have grown from the seeds planted at our inception. We've evolved as the County has evolved...retaining some rural roots but now serving such thriving commercial areas as Silver Spring, Bethesda and Rockville."

Sandy Spring Bank's focus on providing local resources for businesses in this market has become the cornerstone of the bank's business. SSB offers commercial lending capabilities and an array of treasury management services that make it more than competitive with the large out-of-town banks. And it retains the people-focused, hands-on philosophy that has served the community well.

A large portion of Sandy Spring Bank's franchise is still within the Montgomery County footprint, including 19 branches and the company headquarters in Olney. Partnerships within the community are a trademark of Sandy Spring Bank. Long-standing relationships with institutions such as Montgomery General Hospital, Sherwood High School, Sandy Spring Museum, Montgomery College, Leadership Montgomery, Olney Theatre, Olney Boys & Girls Club, and Montgomery County Chamber of Commerce have been integral to the area's growth. Bank employees participate in local Chambers of Commerce, Lions Club chapters, Recreation Councils, PTAs and numerous community organizations.

Quality of life in Montgomery County is one of the reasons Sandy Spring Bank has always been able to attract and retain a highly talented workforce. The area offers excellence in education, cultural attractions, recreational opportunities, rural, suburban and urban living options, public transportation, and easy access to both the Washington, D.C. and Baltimore metropolitan attractions. The synergies between the Bank and Montgomery County are great, and the strength of each contributes to the other. All in all, Sandy Spring Bank finds Montgomery County an excellent place to do business.

We're not  
just serving  
clients —

We're looking  
out for  
neighbors  
and friends.



Dan Schrider  
President & CEO

Sandy Spring Bank has strong ties to the communities we serve. We live here, work here, and show our appreciation by giving back in many ways, including volunteerism, charitable donations and supporting crucial community-development projects. In fact, our organization was conceived on the notion of helping people realize their dreams of a better life — for themselves, their children and their community.



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personal | small business  
commercial | wealth management | insurance

1775207



# Suburban Hospital



Rendering of Suburban Hospital's  
Proposed Campus Enhancement Plan

**Proudly caring for  
our community  
for generations  
to come.**



**SUBURBAN HOSPITAL**

JOHNS HOPKINS MEDICINE

8600 Old Georgetown Road | Bethesda, MD 20814  
301-896-3100 | [suburbanhospital.org](http://suburbanhospital.org)



**SUBURBAN HOSPITAL**

JOHNS HOPKINS MEDICINE

**S**ince Suburban Hospital opened its doors in 1943, the hospital has grown into a major healthcare provider with centers of excellence in cardiovascular care, neurosciences, orthopedics and oncology. Suburban Hospital is also Montgomery County's designated trauma center, part of a noteworthy statewide trauma system.

Suburban Hospital's workforce and the community we serve benefit from the significant number of highly trained and educated people who live in Montgomery County. Over the past year, Suburban's 2,000 staff members and nearly 900 physicians cared for close to 15,000 inpatients and managed more than 91,000 outpatient visits. Approximately 44,000 patients received care in the Emergency Department, and another 1,600 were trauma patients.

In addition to providing expert medical care, last year Suburban Hospital conducted 2,600 health education programs and screenings that served close to 110,000 individuals as part of our commitment to caring for the community. Moreover, as the number of



individuals without health insurance continues to grow, so too does the need for access to primary- and specialty-care services. In 2010, in order to meet identified health needs of county residents, Suburban Hospital provided \$17.8 million in free medical care and health improvement services.

Suburban is distinguished by partnerships with other important healthcare organizations in the county. Its close geographic proximity to the National Institutes of Health (NIH) in Bethesda has made possible a collaboration for heart and stroke research and care that has saved the lives of many who live and work in the Capital region.

In 2003, the National Naval Medical Center, the National Institutes of Health Clinical Center and Suburban Hospital created an infrastructure for local and regional disaster medical response. This collaboration, known as the Bethesda Hospitals' Emergency Preparedness Partnership (BHEPP), has been recognized as a national model of coordinated response in the event of a local, regional or national emergency.

In June 2009, Suburban Hospital became a member of Johns Hopkins Medicine—a change that Suburban President Brian Gragnolati says will bring "increased opportunities for medical research, innovation and education."

Together with Suburban's unique affiliation with NIH, the hospital's relationship with Johns Hopkins Medicine will help ensure the community's access to the highest quality of healthcare for generations to come.



## Thomas D. Murphy

President of Retail Banking

**E**agleBank was founded in Montgomery County more than 12 years ago and is still growing—and proud to be one of the county's largest, locally based banks. From the beginning (1998), EagleBank's mission has been to serve the business and personal banking needs of local Montgomery County business owners.

The founders of EagleBank, local businessmen themselves, knew what was missing...what was necessary...and what it would take to fulfill the financial needs of business owners seeking growth and success in Montgomery County. What they really needed was a strong banking relationship based on trust and individual attention, as well as professional business bankers familiar with and involved in their community.

What they found at EagleBank was personal service beyond compare and financial experts who could listen, understand and provide the right solutions. They also found banking professionals with first-hand knowledge of the business and economic environment of Montgomery County, who were able to make quick decisions and create flexible, non-cookie-cutter solutions for out-of-the-ordinary financial needs and business opportunities.

In line with the economic health of Montgomery County and its ability to attract new industry and support the growth of current businesses, EagleBank also grew. EagleBank was rated #1 in three categories for lending volume for the first six months of 2010 by a local business publication's survey. The Bank also grew in deposit and customer volume, as well as branch locations and an expanded residential mortgage division. Hiring more dedicated, hardworking financial specialists who recognize and respect the value of loyal customer relationships brought even more strength to the Bank and to our local economy.

Banks, as the financial soul of the community, must take a stake in the support, progress, growth and health of the community. The opportunities to serve, sponsor and volunteer with Montgomery County organizations has provided rich rewards for "EagleBankers" ...new business relationships, of course, but even more important, the satisfaction of helping others and the fun of meeting new friends.

The growth and success of many county businesses have naturally spilled into Northern Virginia and Washington, D.C. to make us all one powerful Metro D.C. business community. EagleBank continues to expand into those areas, as well, but the Bank's heart and core rest firmly and warmly at the corner of Woodmont and Fairmont Avenues in Bethesda, Maryland, and at our Operations Center in Silver Spring.

# SUCCESS

## YOUR SUCCESS IS OUR SUCCESS

**It takes financial strength and the power of a local banking relationship to help you run your business and, ultimately, grow your business.**

**LET'S KEEP GROWING TOGETHER.**



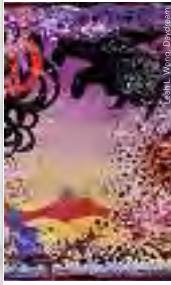
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BRYAN ADAMS



## STRATHMORE IS MONTGOMERY COUNTY'S HOME FOR THE ARTS

### WORLD CLASS PERFORMANCES

Enjoy music and dance performances by international, national and local artists in our state-of-the-art 1,976-seat Music Center at Strathmore or intimate Mansion at Strathmore.

### FINE ART

Meander through our rotating Fine Art Exhibitions and Outdoor Sculpture Garden. Free Admission!

### EDUCATION

Interactive classes that engage kids and adults in fine art and music experiences.

### TEA ROOM

The perfect interlude to your day—tea musicales with live performers, specially blended tea and a light lunch. Every Tuesday and Wednesday at 1PM.

### THE SHOP AT STRATHMORE

Performance, fine art and tea related merchandise.

### LEARN MORE & VISIT

[www.strathmore.org](http://www.strathmore.org) • (301) 581-5100

#### MANSION AND GIFT SHOP

Mon., Tues., Thurs., Fri., 10AM–4PM;  
Wed., 10AM–9PM; Sat., 10AM–3PM  
10701 Rockville Pike, North Bethesda, MD 20852  
FREE ADMISSION

#### TICKET OFFICE

Mon., Tues., Thurs., Fri., 10AM–5PM;  
Wed., 10AM–9PM; Sat., 10AM–2PM  
In the Music Center at Strathmore  
5301 Tuckerman Lane, North Bethesda, MD 20852

### GROUP SAVE!

Groups of 15 or more get special discounted rates on performance tickets. Call (301) 581-5199 or email [groups@strathmore.org](mailto:groups@strathmore.org).



JOAN RIVERS



Located just outside the Capital Beltway in North Bethesda, Strathmore provides affordable, accessible, multi-disciplinary arts programming in the Mansion at Strathmore, the Music Center at Strathmore, and on its scenic 11-acre site, which includes an outdoor sculpture garden and concert pavilion. Founded in 1981, this nonprofit arts center presents a lively and diverse program of concerts, art exhibitions, afternoon teas, family festivals, summer camps, arts education classes and special events.

High-quality arts programming, designed for audiences of many tastes, served with the hospitality and warmth of a family enterprise, are the hallmarks of Strathmore. In fact, Strathmore's mission is to nurture art, artists and community through creative and diverse programming of the highest quality.

Strathmore's commitment to the local community is apparent through its Artist in Residence program. Each year six local musicians are selected for the program, which is designed to help talented artists refine their work under the mentorship of seasoned professionals like Daryl Davis, Marcy Marxer and Jennifer Cutting.

Another way Strathmore helps bolster the local community is through its ticket prices and fees, which are supportive and generous during these hard economic times. Parking is included in the price of admission; there are no hidden ticketing fees (what you see is what you pay); and Strathmore honors their vow to keep ticket prices affordable and their atmosphere jovial and welcoming.

Education is of utmost importance at Strathmore. Each year, Strathmore presents the interactive Strathmore Student Concert Series, supported in part by GEICO. On average, more than 20,000 Montgomery County Public Schools 2nd and 5th graders attend these outstanding musical performances performed by the National Philharmonic. These programs expose the students to music by such greats as American icon Leonard Bernstein, Brazilian composer Heitor Villa-Lobos, and Russian composers Pyotr Ilyich Tchaikovsky and Modest Mussorgsky.

Strathmore's education department also runs a program that began as a spring break option for underprivileged kids, but has blossomed into a year-long initiative that enables students from Title I schools, which serve many families with limited income, to experience the thrill of creating their own show and performing for their families in the beautiful Music Center at Strathmore.

Strathmore is truly Montgomery County's home for the arts.

For more information, visit [www.strathmore.org](http://www.strathmore.org) or call (301) 581-5100. 5301 Tuckerman Lane, North Bethesda, MD 20852



1775286





Your life. Plugged in.™

## Pepco Can Help Your Business Reduce Energy Use and Costs

**P**epco's C&I Energy Savings Program provides cash incentives that promote and help pay for commercial and industrial energy efficiency upgrades, large and small.

From changing out lighting fixtures to replacing major mechanical equipment, our program plays a vital role in helping make your building more energy efficient.

What we can do for your business:

- Offer cash incentives for installing energy efficient technologies
- Create a win-win scenario for your business and the environment
- Offer a Trade Ally Network of providers who can get the job done
- Provide information and guidance on selecting energy efficient technologies

We offer a number of different options for you to qualify for an incentive, including

standard incentives from a pre-qualified list of measures, and custom incentives for more complex, creative projects. You are sure to find an option that meets your specific needs.

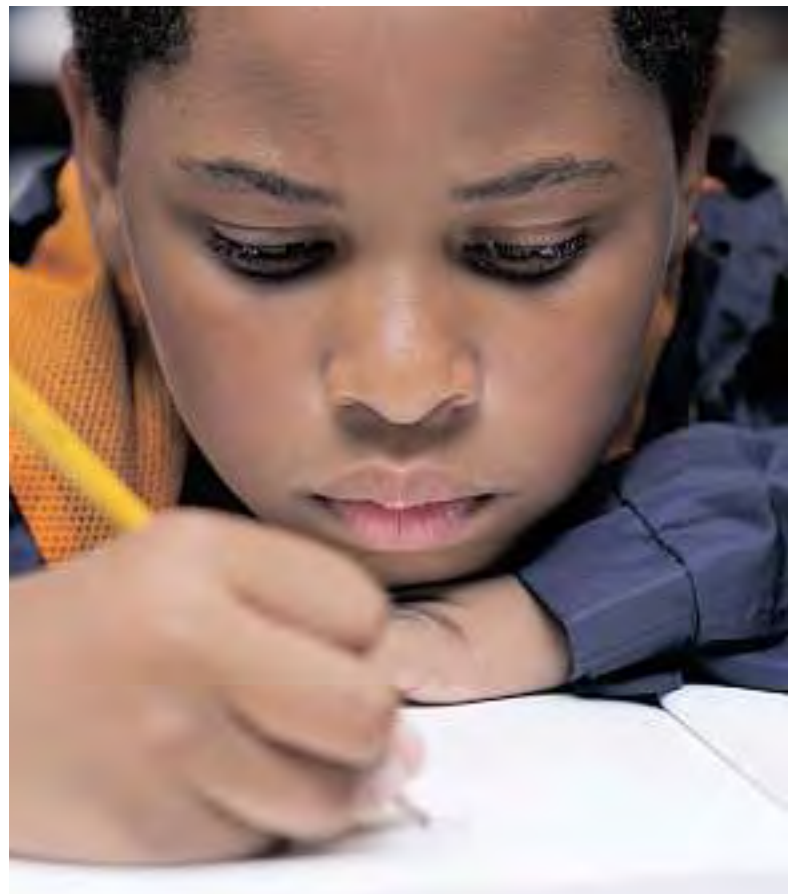
If you need technical assistance in implementing an energy efficiency project, our Trade Allies or technical partners who are familiar with the offerings and procedures, are available to help you get it done.

We invite you to visit our Web site for an up-to-date listing of Trade Allies and browse the programs to see all of the opportunities we can offer you.

Visit us at [pepco.com/business](http://pepco.com/business), or email us at [PepcoEnergyEfficiency@LMBPS.com](mailto:PepcoEnergyEfficiency@LMBPS.com).

Or if you would like to speak to a program representative, please call us at 1-866-353-5798.

The Pepco C&I Energy Savings Program supports the EmPOWER Maryland Energy Efficiency Act of 2008.



We're working hard  
so he can make the grade.

### Illuminating your child's education

Pepco can't improve a report card, but we work around the clock so your student can. Our continuing investment in infrastructure and new technology reinforces our commitment to provide a reliable source of energy and customer information so you and your family stay connected.

For more information on how Pepco continues to prepare for what the future brings, please visit [pepco.com](http://pepco.com) or call 202-833-7500.





## Johns Hopkins University Montgomery County

Where academia, business, and government  
collaborate ...



... and where engaging inquisitive young minds  
is a priority.



Johns Hopkins University Montgomery County Campus  
9601 Medical Center Drive • Rockville, MD 20850  
301-294-7000 • [www.mcc.jhu.edu](http://www.mcc.jhu.edu)



**Elaine Amir**  
Executive Director



**T**he Johns Hopkins University Montgomery County Campus is a crossroads for academia, business, and government. The university provides a location where people frequently - and comfortably - gather and create innovative partnerships with dual goals of solving some of science's greatest challenges and advancing economic development.

The campus provides a unique environment that affords opportunities for collaboration among a broad variety of "residents," including:

- Four of JHU's nine schools offering part-time graduate education in biotechnology, business, computer science, education, and engineering
- University research projects targeting children's health, healthcare IT, disease prevention, and commercialization of biotechnology and healthcare discoveries
- 18 stand-alone companies and research centers focused on clinical trials, central nervous system diseases, tissue regeneration, pulmonary disorders, children's mental health, and regulatory affairs
- 42 departments of the National Cancer Institute, whose new facility is scheduled to open in 2013

The campus recently launched a Business Start-Up Center with physical space and resources that support early-stage companies.

"We're excited to provide a location that offers a support system and flexibility for companies to grow in place on campus," says Elaine Amir, Executive Director, Johns Hopkins University Montgomery County.

The university also is reaching out to engage inquisitive young minds and excite students about science in order to develop their future workforce. Recent activities have included:

- The second annual Frontiers in Science and Medicine Day, a collaborative event with more than 15 community partners that engaged 600 seventh grade students in a day of hands-on science in the Shady Grove Life Sciences Center
- Faculty-led, hands-on science programs for Brownie troops in the JHU Center for Biotechnology Education teaching wet lab
- An annual juried show of artwork by Montgomery County high school students
- Two summer programs for high school students: the Whiting School of Engineering's Engineering Innovation program and the Carey Business School's Digital Forensics Institute

All of this is done with a larger goal in mind: creating a positive community where people want to live, work, learn, and play... and where science's greatest minds come together to solve big problems.

"Johns Hopkins University is committed to being a positive presence in Montgomery County," adds Amir. "We are dedicated to growing our presence here and to building an even stronger array of programs in partnership with our colleagues and neighbors."

For more information about Johns Hopkins University Montgomery County, call us or visit our website.



Understanding what's important®



## Trevor Garner

Montgomery County Business  
Banking Regional Manager

**“T**here is so much talent, creativity and passion in Montgomery County, which makes it a wonderful community to do both business and raise a family.” says Trevor Garner, Montgomery County Regional Business Banking Manager

M&T Bank was founded in 1856, and is dedicated to serving the needs of businesses in Montgomery County. Our local management team provides decisions on all credit, pricing and charitable contribution needs of our clients and community.

At M&T Bank, our philosophy is to work with customers to better understand their businesses and cash cycles. We seek to provide solutions for how they receive payments, make payments, manage cash flow and finance their business. Our expertise lies in helping customers make the best decisions regarding their finances.

We've always been dedicated to serving the communities where we have branches. Our charitable contribution to the Greater Washington market exceeded \$700,000 in 2009. And we don't just give dollars. Our employees give their time, donating more than 1,400 hours each month to more than 240 non-profit organizations.

**A Leader in Montgomery County:** Over the last three years, the number of M&T branches in Montgomery County increased from 18 to 36

**Employees:** M&T Bank has 331 employees in Montgomery County

**SBA Lending:** M&T Bank is the #1 SBA Lender for 2010 in Washington DC Metro<sup>1</sup>

**Community:** M&T has been recognized as one of the top charitable companies in the U.S. In 2009, we donated \$15.1 million dollars to 2,941 not-for-profit organizations throughout the bank's footprint

M&T Bank is strong and stable. M&T is an accessible bank that's convenient and a responsive bank that cares about what's important to your business. M&T Bank is one of the top 20 commercial bank holding companies in the nation, with more than \$68 billion in assets and more than 725 retail and commercial branch offices.

<sup>1</sup> According to statistics released by the U.S. Small Business Administration (SBA) for total approved loans through the SBA's 7(a) lending program during the federal fiscal year ending 9/30/2010. ©2010 M&T Bank. Member FDIC.

# While other banks wait and see, M&T lends.

#1 SBA Lender In The  
Washington, DC  
SBA District.

#6 SBA Lender Nationally.

Now more than ever, small businesses need the support of banks to succeed – to remain viable in today's economy and to create jobs for families. And that's why M&T Bank is out there continuing to make loans. In fact, we made 36% more SBA loans this year than last – making us the sixth-largest SBA lender in the country. These rankings<sup>1</sup> confirm our unwavering commitment to the small businesses in all our communities. See what our strength, experience and full range of business banking services can do for you. Stop by any M&T Bank branch, call 240-632-7834, or visit [mtb.com/SBALender](http://mtb.com/SBALender).



According to statistics compiled by the U.S. Small Business Administration (SBA) for total approved loans through the SBA's 7(a) lending program during the federal fiscal year ending 9/30/2010. ©2010 M&T Bank. Member FDIC.





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Improving Public Health Worldwide

[www.s-3.com](http://www.s-3.com)



**SOCIAL & SCIENTIFIC SYSTEMS, INC.**, an employee-owned company, has supported public and private sector programs for more than three decades. Our mission is to improve public health worldwide by providing technical, research, and program management services to government and other clients. We are dedicated to using our technical expertise and extensive capabilities to provide client-focused service.

We have built longstanding relationships with many clients in the public health sector, delivering excellent services at outstanding value. We actively partner with our clients to ensure efficiency, cost savings, and assurance of high-quality work.

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**KEVIN BEVERLY**  
Executive Vice President  
[KBeverly@s-3.com](mailto:KBeverly@s-3.com)

**SOCIAL & SCIENTIFIC SYSTEMS, INC.**  
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Silver Spring, MD 20910  
301-628-3000  
Fax: 301-628-3001



**Social &  
Scientific  
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**James J. Lynch, PhD**  
President and CEO

**S**ocial & Scientific Systems, Inc. (SSS), an employee-owned company, has supported public and private sector programs

since 1978. Our mission is to improve public health worldwide by providing technical, research, and program management services. This support enables policymakers, medical professionals, communities, and citizens to improve public health knowledge and to mitigate the effects of devastating diseases. SSS offers a wide breadth of services, including clinical research and bioscience, epidemiology, survey research, evaluation, health information systems development, and health data research and policy analysis.

We serve as the clinical coordinating center for several of the world's largest HIV/AIDS clinical research networks, which are funded by the National Institutes of Health. In the last 25 years, we have coordinated large networks of international researchers and practitioners, conducting hundreds of research protocols. Our staff provide critical input while conducting research and collecting and analyzing data; they use that research to advise clients on health policy issues.

One of SSS' core values is giving back to the community. Through a volunteer-based community service committee, SSS staff participate in a multitude of volunteer events and fundraisers in the Washington metropolitan area to support efforts for a variety of causes, including combating AIDS, leukemia and lymphoma, and multiple sclerosis; we are also dedicated to helping children in need. We have worked in Montgomery County's public schools to help students improve their reading skills. Our staff provide backpacks complete with school supplies as well as fill holiday wish lists for several nonprofit organizations. Our staff also serve on various boards and are active contributors to nonprofit organizations located in the county. Our service throughout the area has helped make us a proud member of the Montgomery County community.

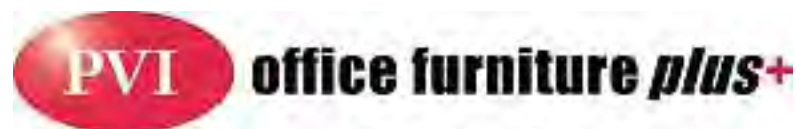
Over the years, SSS has been recognized by various organizations, including in 2010, by the Corporate Volunteer Council of Montgomery County, Commuter Connections®, and the Alliance for Workplace Excellence for our efforts to make SSS a great place to work. SSS also received a Green Business Certification from the Department of Environmental Protection and the Montgomery County Chamber of Commerce program in 2009.

Montgomery College has been one of our company's strongest training business partners. We rely on their resources to meet our diverse workforce needs—from business writing to computer end-user training. Montgomery College's programs allow us to offer our staff conveniently delivered, onsite customized courses, presented by skilled instructors.

We're proud to be part of Montgomery County and the greater government contractor community. Here, as part of one of the country's richest resources for scientific research, we are able to fulfill our mission to improve public health worldwide.

1775269





**P**VI Office Furniture began business in 1992 in Montgomery County. Being in the heart of the bustling Metro area afforded PVI a good business base and future growth. Serving area businesses to the best of our ability has resulted in numerous referrals. After 18 years in business we are proud to say that Montgomery County remains an integral factor for PVI, which now services the entire Metro area, to include Virginia and the District of Columbia.

If you are thinking about furnishing an office, several offices, or an entire floor of offices, PVI is here to help. We offer furniture for every budget, with choices in new, used, and system furniture.

Having our own delivery personnel and fleet of trucks helps maintain tight control over your project. We aim to accomplish your work not only on your budget, but also on your schedule.

Staff designers can help your vision become reality, and our service personnel will see to any moving, assembly, or installation services that need to be done. All of our people have the expertise and years of experience to make certain you will be pleased in working with PVI.

Our furniture lines include more than 100 brand names. To mention a few, we carry Global, Hon, DMI, DSI, HHH, Indiana Desk, Harden, Lacasse, Maxon, Sit On It, Raynor, Mayline, La-Z-Boy, Humanscale, Flash, Encore. We offer many quick ship products, as well as, custom designed furniture built to the inch.

PVI appreciates the opportunity to add your business to our list of clientel. Give us a call, we are right in your neighborhood!



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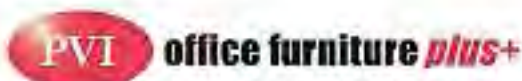


## Get it locally and at warehouse prices!

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1775297







## WHEN YOU THINK OF TECHNOLOGY THINK OF MARYLAND

The Tech Council of Maryland (TCM) is Maryland's largest technology trade association. TCM's mission is to promote and nurture an environment where technology companies can collaborate, grow and succeed.



[techcouncilmd.com](http://techcouncilmd.com)



**Renee Winsky**

Chief Executive Officer

**T**he Tech Council of Maryland (TCM) is the largest technology trade association in the state with nearly 500 members representing 250,000 people in Maryland and the region. TCM has two major divisions: MdTech serves the advanced technology community and MdBio serves the region's biotechnology community. TCM is "Montgomery County based, Maryland focused."

TCM is the premier organization in the mid-Atlantic for providing access to technology and biotechnology industry leaders from Maryland, Washington, D.C. and Virginia. In addition, TCM helps the region's technology organizations grow through activities such as educational and networking events, cost-saving programs and advocacy initiatives. It's their mission to promote the technology industry and to create an environment where technology companies can collaborate, grow and succeed.

TCM enhances its services to the tech and biotech community through its foundations and assets such as the Maryland Health Care Product Development Corporation (MHCPDC), which provides early-stage investment in biomedical technologies. The MdBio Foundation has the MdBioLab program, which is a mobile bioscience laboratory that visits Maryland high schools to teach science literacy. The TCM Foundation recently embarked on a series of robust Science, Technology, Engineering and Math (STEM) related programs for high school and middle school students.

TCM spends a great deal of time on advocacy at the local, state and national levels. They have worked closely with the Montgomery County Department of Economic Development, as well as the Montgomery County Council, when pertinent initiatives concerning the biotech and tech fields come into play. One example of TCM's support-and ultimate success-of a government initiative is the Great Seneca Science Corridor Plan, a long-term plan that allows the area near Shady Grove Road and Darnestown Road to develop into one of the nation's premier areas for scientific research and development. TCM activated their members to get involved, wrote letters of support and testified on behalf of the project, all in an effort to get this plan passed through the County Council. Earlier this year, key staff members of TCM worked with former Councilman Mike Knapp to institute a local biotech tax credit, modeled after the renowned state program, in order to spur economic development in the biosciences.

"One of the things that makes Montgomery County special for the biotech and tech community is the assets that can be found here, such as the National Institutes of Health, the Food and Drug Administration, and National Institute of Standards and Technology. The county does a great job in connecting entrepreneurs and others to these assets to help their business grow and succeed," said Renée Winsky, TCM Chief Executive Officer.





**Kenneth C. Cook**  
President

**Andrew F. Flott**  
Chief Executive Officer



L to R: Andrew Flott, Kenneth Cook

Revere Bank, a full-service community bank, is focused on helping Montgomery County's small business community grow and become even more successful.

Andrew Flott, Revere Bank's Chief Executive Officer and Ken Cook, President have joined forces at Revere Bank. Their

clients, who like them are entrepreneurs, enjoy local decision making and personal, supportive relationships with their bankers.

Both Cook and Flott attribute a significant portion of Revere's growth to successes realized while building the bank's customer base in Montgomery County over the past few years. And, these longtime Montgomery County banking veterans are replicating the same success they enjoyed previously in their banking careers, at another well known Montgomery County-based financial institution which grew twenty-fold during their tenure.

"Montgomery County is a great place for businesses of all sizes to grow, and the opportunities are endless," said Ken Cook, Revere Bank's President. "We've found that Montgomery County business owners and entrepreneurs are focused on the basics. Like us, they want to profitably grow and deal with people they trust along the way. And that's a winning success formula."

Being a community bank is more than a catch phrase. "We're committed to making our communities better places to live and work," adds Flott. "We're dedicated to helping them grow and prosper, whether through loans to area businesses, individuals and nonprofits, numerous hours of volunteer work, or financial donations to a variety of causes. If people are going to entrust their money to us in the form of deposits, we owe it to them to give back to the community."

The bank, through its officers, continues to work with the County, other Montgomery County businesses, and civic, charitable and nonprofit organizations to continuously improve the quality of life for both businesses and individuals in Montgomery County. "Together, we are committed to keeping Montgomery County a great place to live and work," said Cook.

In the near future, Revere Bank has plans to open additional offices throughout Montgomery County. The bank also has offices on Main Street in Laurel, MD, and serves the market areas of Montgomery, Prince George's, Howard and Anne Arundel Counties.

Revere Bank, established in 2007, is excited and proud to be a part of the Montgomery County community. To learn more about Revere Bank, visit our website at [www.RevereBank.com](http://www.RevereBank.com), or stop by our Rockville branch office at 414 Hungerford Drive, Rockville, MD (240-499-1190), just one block north of Rockville Town Center.



**Kenneth C. Cook**  
President

**Doing Business in  
Your Community**

**REVERE  BANK.com**

414 Hungerford Drive | Rockville, MD 20850 | 240-499-1190  
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1775291



## SHULMAN ROGERS

GANDAL  
PORDY  
ECKER

In today's economic climate, clients are looking for a law firm that is able to respond quickly and effectively to their needs as well as strategize to develop new and innovative ways to make business opportunities work. That is where the firm of Shulman, Rogers, Gandal, Pordy and Ecker, PA comes in. With a vast breadth of legal knowledge, including six general practice areas and many subcategories, clients know they only have to turn to one firm to solve all their complex legal matters. "Achieving a positive resolution for your client requires thinking strategically, using common sense, understanding the opposition's position, and, most importantly, listening carefully to your client," says managing shareholder David Pordy.

Business and financial services, telecommunications, trusts and estates, real estate, commercial litigation, and medical malpractice/personal injury are the areas in which Shulman Rogers provides quality representation. The business and financial services department routinely advises clients on securities, mergers and acquisitions, tax, intellectual property, employment, business planning, government contracting, immigration, and more. The telecommunications department represents frequency coordination committees, public safety entities, private systems users, and SMR licensees. The trusts and estates department carefully tailors services to meet the individual needs and circumstances of each client. The real estate department has a strong emphasis on leasing, landlord-tenant issues, commercial development, and acquisition and sales, while the commercial litigation department has experience in general and complex corporate and real estate related litigation, as well as a sophisticated family law practice. The firm also has an extensive medical malpractice/personal injury department to handle personal litigation matters.


In addition to the legal services outlined above, the lawyers at Shulman Rogers provide clients with sound strategic planning and business advice, concentrating on how to make an opportunity work rather than dwelling on the reasons why it won't. "I work with my clients, weighing the strengths and weaknesses of the matter, to determine how to obtain the best results," says Business and Financial Service Department Chair Don Rogers. The firm also focuses on forging new partnerships within their vast client base, regarding financial procurement, joint venture possibilities, and client-to-client business referrals. Moreover, the firm is committed to helping local start-up businesses by participating in and sponsoring a variety of business incubator programs throughout Montgomery County.



This vast offering of services comes from the best legal minds around. Today, there are 99 attorneys, 25 legal assistants and more than 75 other staff and support personnel working to make sure that client expectations are not just met, but exceeded. This philosophy goes back to the principles upon which the firm was founded in 1972. Today, the skilled attorneys and dedicated staff members are all guided by that same commitment: a client-first approach with a focus on problem solving and an underlying compassion for their clients and their community.

Shulman Rogers makes community service a priority. "We are grateful and honored to be considered part of the fabric of Montgomery County. We not only work in Montgomery County, but raise our families here. There are great schools, wonderful park and recreation facilities, and top-level performing arts venues that we all enjoy. Our business grew from a one-person law firm to one with nearly 100 attorneys in less than 40 years, thanks to the opportunities and resources available in Montgomery County," says founding shareholder Larry Shulman. For this reason it is important for the firm to give back to the Montgomery County community. They do so by donating significant contributions annually to legal service programs as well as charitable and civic organizations. For example, last year alone Shulman Rogers contributed more than 500 hours of pro bono legal services. Plus, the firm and individual attorneys offer financial gifts and volunteer commitments to institutions such as the Eagle Bank Foundation to Fight Breast Cancer, Make-A-Wish Foundation, Special Olympics, and the Cystic Fibrosis Foundation. For their many charitable contributions that Shulman Rogers and its employees make to their community, the firm was honored with the "2008 Corporate Volunteer Award" from The Corporate Volunteer Council of Montgomery County.

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